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# THE AMERICAN ELEVATOR AND GRAIN TRADE

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A MONTHLY JOURNAL DEVOTED TO THE ELEVATOR AND GRAIN INTERESTS.

One Dollar Per Annum  
SINGLE COPIES, 15 CENTS

VOL. XLIII

431 South Dearborn Street, Chicago, Ill., June 15, 1925

NO. 12

## Of Course

We want your business but we want it on a basis that will pay you as well as ourselves. We want it because we have proper facilities for handling it.

Don't be satisfied with slow returns or poor service; send your shipments to

**McKENNA & DICKEY**  
**GRAIN**

60 Board of Trade  
CHICAGO

GRAIN DRYERS  
FEED MIXERS  
FEEDERS  
STEAM COILS  
COOKERS  
MOLASSES HEATERS  
SPECIAL DRY-



ROTARY DRIERS  
TRUCK DRIERS  
STERILIZERS  
FANS  
STEAM TRAPS  
OAT BLEACHERS  
ING APPARATUS

**THE ELLIS DRIER COMPANY**

1201-1229 So. Talman Avenue

CHICAGO, U. S. A.

WHEN YOU NEED **DRIED BUTTERMILK**

WRITE OR 'PHONE US FOR

Quality Product, Attractive Prices, Fresh Stock at Convenient Points

Let us help you on

FEED FORMULAS

FEED PLANT ENGINEERING

**S. T. EDWARDS & CO.** 110 S. Dearborn St.  
CHICAGO

Folwell-Sinks Form Lifting

**JACKS**

For  
Grain Elevator  
and Silo  
Construction



(Patented)

Manufactured and sold by

**NELSON MACHINE CO.**  
WAUKEGAN, ILL.



**"THE CLIMAX"**  
**SCOOP TRUCK**

CAPACITY { 200 Lbs. Coal  
                  { 2 1/2 Bushels Grain

Can easily add Twenty-Five cents an Hour to the value of a man's time who uses it in unloading Coal or Grain from box cars.

Hence, in two weeks' use the Scoop-Truck will pay for itself and cost you nothing for its use thereafter.

It will last for years and save the wearing out of a dozen common scoops in doing a like amount of work.

Hundreds have tried it and will certify to the truth of these statements.

Why not order now and let the Scoop-Truck be giving itself to you?

Patented July 30, 1907

PRICE: \$15.00 F. O. B. cars at factory

Detroit Scoop Truck Co., 993 Osborne Place, Detroit, Mich.

**JONES-HETTELSATER  
CONSTRUCTION CO.**

Designers and Builders

**MILL BUILDINGS :: ELEVATORS  
FEED PLANTS**

708-9 Mutual Building, Kansas City, Mo.

*Super-Service*

**Grain Elevator and Conveyor  
Belting**

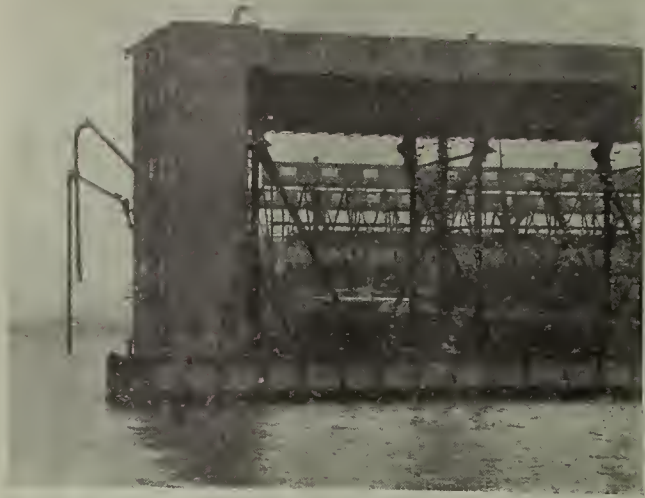
Manufactured by

**HAMILTON RUBBER  
MANUFACTURING CO.**

Trenton, N. J.

Branches: Chicago, New York, Philadelphia





Airveyor Marine Tower of the Baltimore and Ohio Terminal Elevator, Baltimore, Maryland.

The Airveyor is the standard pneumatic conveying system for grain.

Designed and installed by the

**Guarantee Construction Company**

139 Cedar Street, New York City

*Send us your inquiries*

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is operated for profit to  
the Policy Holder

Several of the largest corporations, Telephone and Telegraph Companies, Public Utilities and others, have adopted the FUNDAMENTAL PRINCIPLE of Mutualization by distribution of stock among their customers.

Mutual Insurance accomplishes the purpose in the most direct method.

**Mutual Fire Prevention Bureau**

Representing the

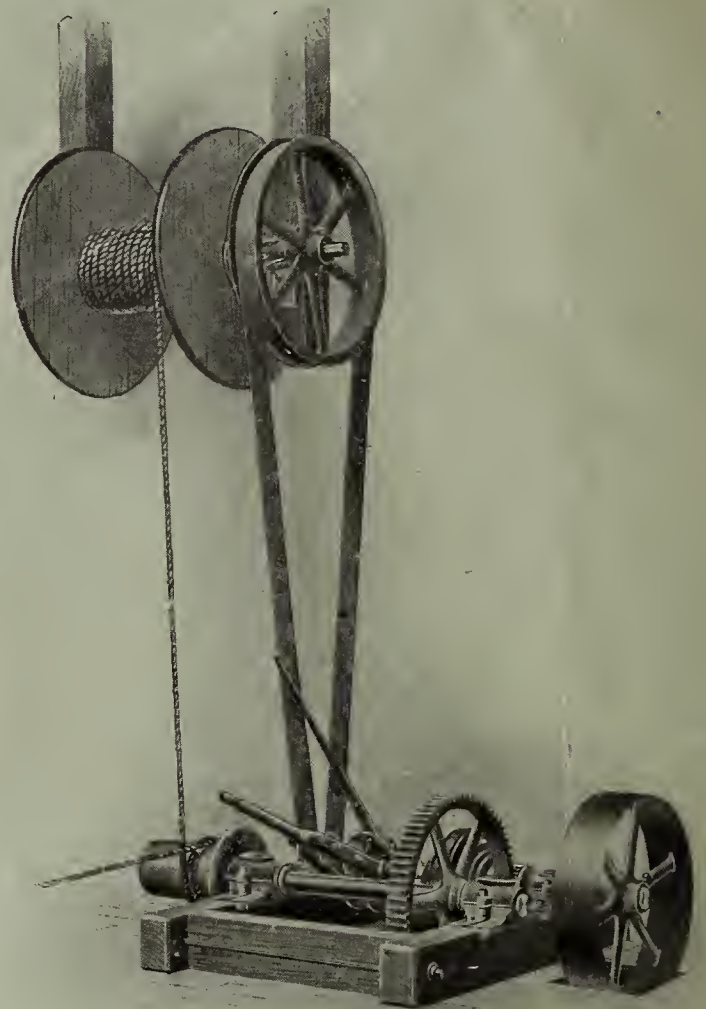
**Mill Mutual Insurance Companies**

230 E. Ohio St.

Chicago, Ill.

## Nordyke & Marmon Company

### POWER CAR PULLER



For convenience in spotting empty cars and moving single or trains of loaded cars, the Nordyke & Marmon Company Spur Gear Car Puller, pictured above, will be found most useful and dependable.

It is built in three sizes ranging in capacity from one to twenty loaded cars on level track, and is supplied either with or without rope winding spool and attachments. Plain jaw or friction clutch release on drive shaft is optional.

**NORDYKE & MARMON COMPANY**

Established 1851

Indianapolis

Indiana

AMERICA'S LEADING MILL BUILDERS





# SILENT CHAIN DRIVES

IT'S not hard to figure out why Morse Silent Chain Drives have come to be accepted as the only proper drive for grain elevator work. They carry a strong appeal to the elevator owner who has belting difficulties with a higher cost and lower output per unit power than he should have. Morse Drives have always met every demand for positive, uniform, nonslipping, high speed production. Built for great power and 100 percent overloads. Costs less to operate, 99 percent efficient.



THE MODERN SOO LINE TERMINAL ELEVATOR AT MINNEAPOLIS, MINN.

The 16 legs of this elevator are each provided with an independent motor connected with countershaft by Morse Silent Chain Drives of approximately 100 horsepower each.

Five storage belts, 4 shipping belts, 3 receiving belts and the reversible transfer belt are all provided with independent motors and connected with the head shaft by Morse Silent Chain Drives of approximately 25 horsepower each.

Grain is brought back to the elevator from the drier to the drier leg by means of conveyor belt with Morse Silent Chain Drive of 10 horsepower.

Morse Silent Chain Drives are positive as gears, flexible as belts, and more efficient than either. Moreover, they run cool, clean and quiet, require little attention and are particularly adaptable where short centers are imperative. Morse engineers are always at your service in planning a suitable elevator drive.

## MORSE CHAIN CO., ITHACA, N. Y.

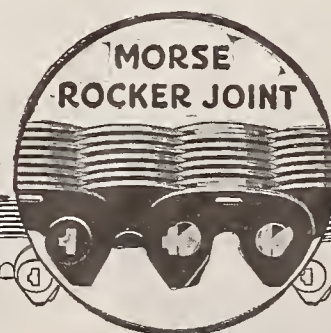
*There is a Morse Engineer near you*

ATLANTA, GA., Candler Bldg., Earl F. Scott & Co.  
BALTIMORE, MD., 1402 Lexington Bldg.  
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CHARLOTTE, N. C., 404 Commercial Bank Bldg.  
CHICAGO, ILL., Room 803, 112 West Adams St.  
CLEVELAND, OHIO, 421 Engineers Bldg.  
DENVER, COLO., Ideal Bldg.  
DETROIT, MICH., 7601 Central Avenue  
NEW YORK CITY, Room 1871, 50 Church St.

PHILADELPHIA, PA., 803 Peoples Bank Bldg.  
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SAN FRANCISCO, CAL., Monadnock Bldg.  
ST. LOUIS, MO., Railway Exchange Bldg.

### STRONG-SCOTT MFG. CO.

MINNEAPOLIS, MINN., 413 Third Street  
TORONTO, ONT., CAN., 50 Front St., East  
WINNIPEG, MAN., CAN., Dufferin Street





# INDIANAPOLIS

## Indianapolis—Your Market—A Three Times Greater Grain Market

Indianapolis, the center of grain centers, is known today as one of the most important, rapidly growing grain and hay markets in the country. Receipts of grain during the last ten years have nearly trebled in volume, due to the advantages its geographical location offers to the grain and hay producing and consuming sections of the country, its splendid railroad facilities assuring prompt returns on shipments, its large local consumption of grain by its corn and flour mills and its manufacturing industries, its increased elevator storage and drying equipment, its adequate weighing facilities and efficient inspection department. This has made Indianapolis more and more important each season for shippers and buyers of grain, hay and feed.

### Movement of Grain and Hay During the Year 1923

	Receipts	Shipments
Corn . . . . .	17,975,000 bushels	12,524,000 bushels
Oats . . . . .	12,080,000 bushels	10,670,000 bushels
Wheat . . . . .	6,131,000 bushels	3,927,000 bushels
Rye . . . . .	383,000 bushels	331,000 bushels

The following Receivers and Shippers are members of  
Indianapolis Board of Trade

**The Cleveland Grain Co.**  
OPERATING FIVE TERMINAL ELEVATORS  
*Mighty Good Consignment Service*  
Ed. K. Shepperd, Manager

**JAMES E. BENNETT & CO.**  
GRAIN, STOCKS, COTTON  
MEMBERS  
New York Stock Exchange  
Chicago Board of Trade  
and other leading exchanges.  
*Cash Grain Shipments Solicited*  
Indianapolis branch at 718 Board of Trade

**H. E. Kinney Grain Co.**  
COMMISSION—BROKERAGE



**The Bingham Grain Company**  
Receivers and Shippers of  
G R A I N





# WELLER EQUIPMENT

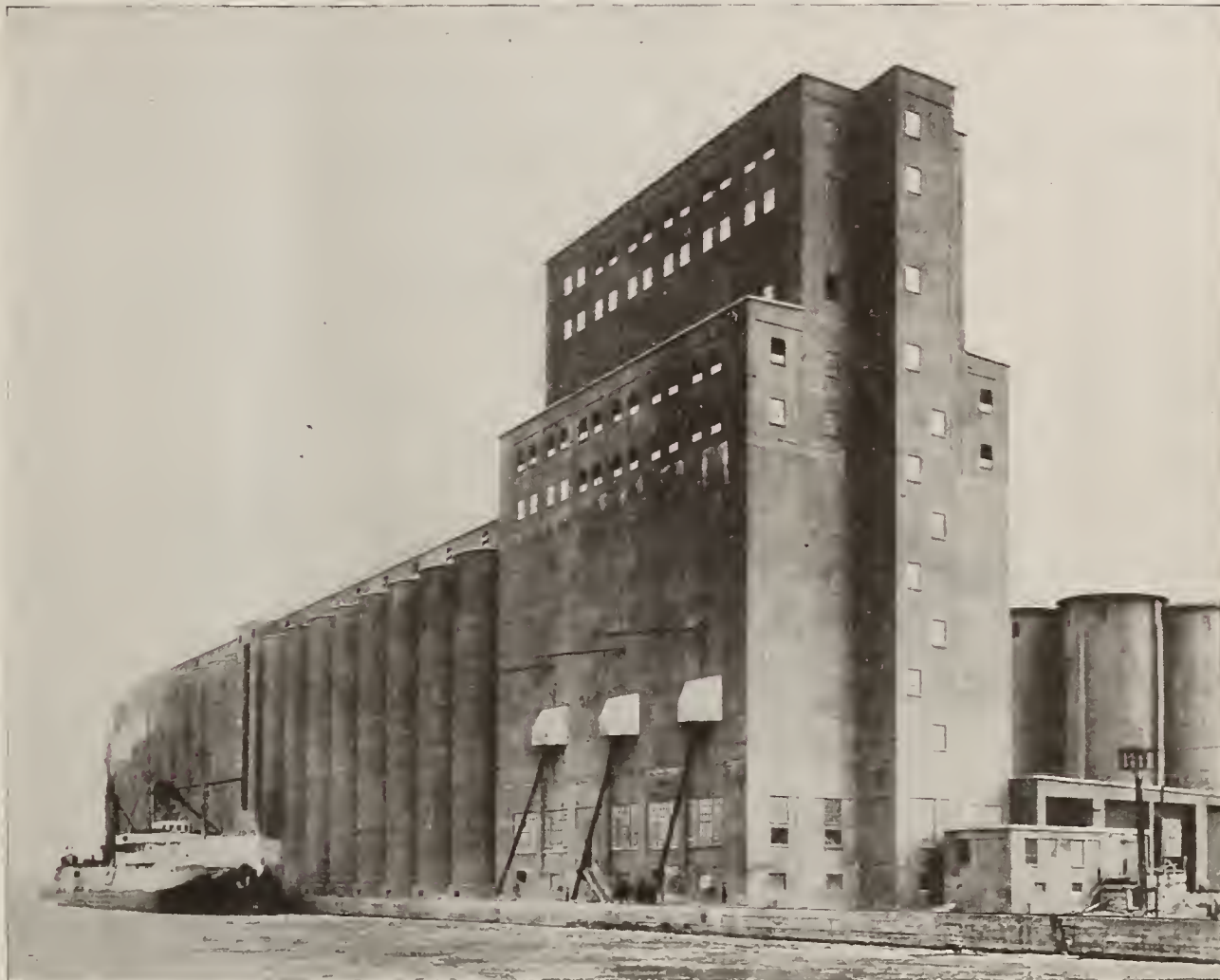
*The Better Kind of Grain Handling Machinery*



## WE MAKE

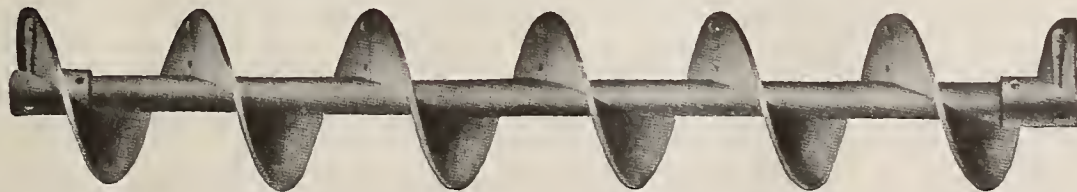
Apron Conveyors  
Belt Conveyors  
Drag Conveyors  
Pan Conveyors  
Mixing Conveyors  
Spiral Conveyors  
Trippers  
Bucket Elevators  
Elevator Buckets  
Elevator Boots  
Elevator Casing  
Elevator Heads  
Sack Elevators  
Barrel Elevators  
Elevator Spouts  
Loading Spouts  
Dock Spouts  
Chain  
Sprockets  
Grain Cleaners  
Truck Dumps  
Wagon Dumps  
Truck Hoppers  
Power Shovels  
Car Pullers  
Rope Drives  
Gears

Power Transmitting  
Machinery



Weller made products are sold on the basis of quality. Installed in your elevator they will help you to operate at full capacity at the lowest cost for upkeep. Frequent shutdowns and waiting for repairs dissipate your profits.

## WELLER SPIRAL CONVEYORS



Cold Rolled Steel Sectional Flights. Wear Long. Evenly Balanced. Run True.  
Interchangeable with All Standard Makes.

We Also Make

Aluminum, Brass, Cast Iron, Copper, Galvanized, Monel Metal and Tinned  
Spiral and Ribbon Conveyors

*Send Us a List of Your Requirements We Will Quote Prices*

## WELLER SUPER-CAPACITY ELEVATOR BUCKETS



Increase the capacity of your Elevator. Perfect discharge at low or high speed. Substantially constructed of heavy sheet steel, riveted at each corner and spot welded on the laps. Reinforced with extra thickness of steel on the back.

*Descriptive Circular On Request.*

# WELLER MFG. CO.

Main Office and Works,

1820-1856 N. Kostner Ave.

Chicago, Ill.

SALES OFFICES:

NEW YORK

BALTIMORE

BUFFALO

PITTSBURGH

DETROIT

ST. LOUIS

OMAHA

SALT LAKE CITY



# CINCINNATI

## THE GATEWAY TO THE SOUTH AND EAST

Has the "square deal" plugging system for hay.

Has reconsignment and transit privileges and other favorable points which insures most successful handling of grain or hay shipments.



Home of the Cincinnati Grain and Hay Exchange

Is the terminal point for 200,000 miles of railways and therefore a convenient shipping point for the country dealer, and local buyers are enabled to distribute all products quickly and to best advantage. Has weighing and inspection service second to none and up-to-date grain and hay merchants constantly safeguarding their patrons' interests.

Those are just a few of the reasons why you should ship your Grain and Hay to Cincinnati. Ship to any of the following responsible grain and hay firms, all members of the

## Cincinnati Grain & Hay Exchange

DE MOLET GRAIN CO., Grain and Hay

A. C. GALE & CO., Shippers of Choice Milling Wheat

CLEVELAND GRAIN & MILLING CO., Grain

EARLY & DANIEL CO., Hay, Grain, Feed

CURRUS GRAIN CO., Grain Receivers and Shippers

SCHOLL GRAIN CO., Grain Exclusively

PERIN, BROUSE, SKIDMORE GRAIN & MILLING CO., Grain, Hay, Feed

MUTUAL COMMISSION COMPANY, Strictly Commission

THE FITZGERALD BROS. CO., Commission Merchants, Receivers and Shippers of Grain and Hay





## ANOTHER WEBSTER EQUIPPED TERMINAL GRAIN ELEVATOR

Baltimore and Ohio R. R. Co. Elevator, Locust Point, Baltimore, Maryland, Capacity 3,800,000 Bushels

Designed by JOHN S. METCALF CO.

Erected by M. A. LONG CO.

Consulting Engineer L. A. STINSON

There is only one kind of service that grain merchants demand of their operating equipment, and that is reliable service. On that one feature alone Webster reflects upon a long list of notable successes. It is the biggest reason why Webster equipment is found in the many grain elevators which spot our country.

At Locust Point, Baltimore, where there has been completed the most modern and one of the largest grain elevators, owned and operated by the Baltimore and Ohio railroad, the entire elevating, conveying and spouting equipment is of Webster design. It proved to the builders that by specifying Webster equipment they would be assured of a full measure of returns.

Our qualified engineers will be glad to give you first hand data on your requirements. Remember, Webster offers you that fine balance of "reliable service and satisfaction."

### THE WEBSTER MFG. COMPANY 4500 CORTLAND STREET CHICAGO

#### BRANCHES

Boston  
Buffalo

Cincinnati  
Cleveland

New York  
Philadelphia

Webster-Brinkley Company—Seattle and Los Angeles  
Webster Inglis Limited—Toronto, Ont.

*Agencies in Principal Cities*

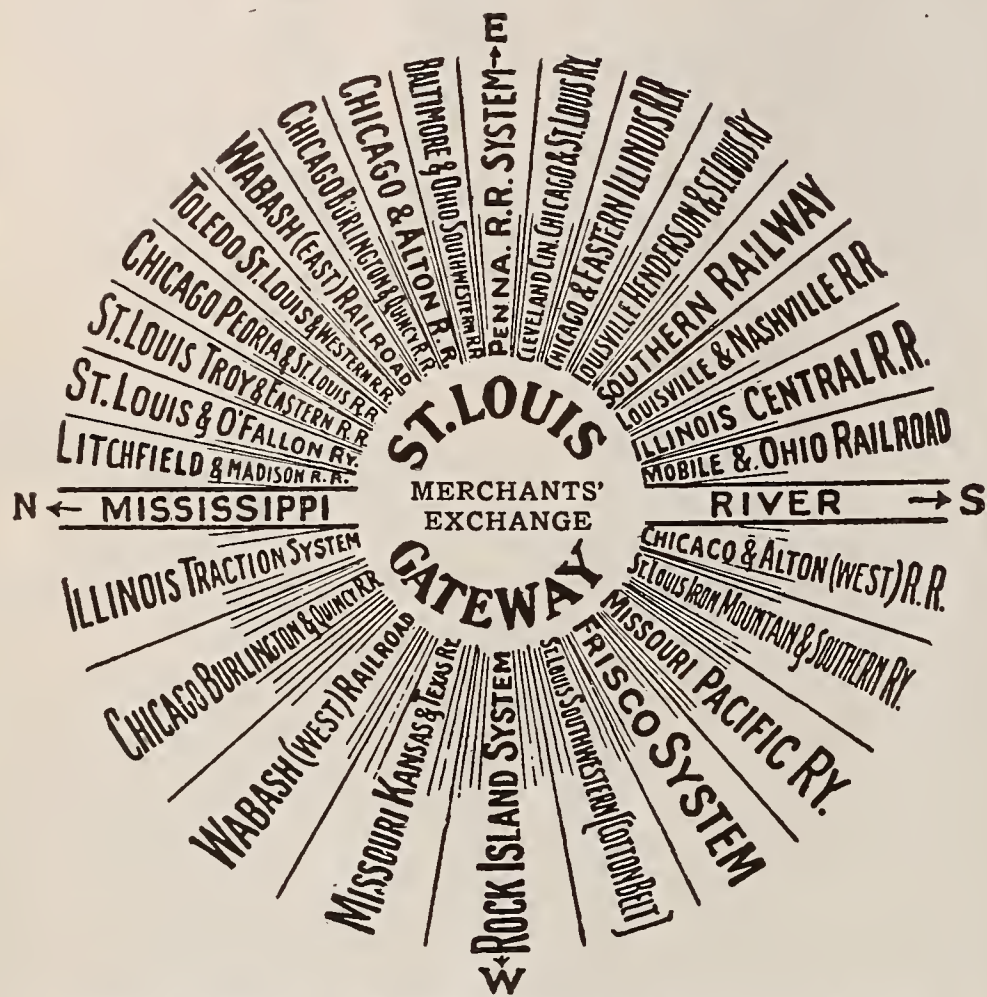
# WEBSTER

#### GRAIN ELEVATOR EQUIPMENT

Marine Legs    Dock Spouts  
Car-loading Spouts  
Car Pullers    Man Hoists  
Automatic Power Shovels  
Belt Conveyors and Trippers  
Belt Loading Hoppers  
Bucket Elevators  
Screw Conveyors    Sheaves  
Elevator Buckets    Gears  
Sprockets, Chain, Friction  
Clutches, etc.



# ST. LOUIS, MO.



St. Louis One of the Greatest  
Primary Grain Markets in the  
United States

More than One Hundred Million  
Bushels of Grain Received  
Annually

Movement of Grain by Barge  
from St. Louis to New Orleans  
for Export a Factor in Grain  
Trade

*St. Louis Leading Consign-  
ment Market in United  
States*

Within a radius of 25 Miles—Center of Corn Production.  
Within a radius of 250 Miles—Center of Oat Production.  
Within a radius of 135 Miles—Center of Farm Area.  
Within a radius of 100 Miles—Center of Farm Valuation.  
Within 175 Miles—Center of Population, United States.

GEO. C. MARTIN, JR. President  
FRED C. HOOSE Vice-President  
P. C. KNOWLTON Sec'y & Treas.

**Martin & Knowlton Grain Co.**

Successors to

**GOFFE & CARKENER CO.**

Suite 516 Merchants Exchange, St. Louis, Mo.

**Toberman, Mackey & Company**

Fastest Growing Commission House in America.

Can handle your consignments in St. Louis and Kansas City.

**GRAIN, HAY AND SEEDS**

ST. LOUIS

KANSAS CITY

**"THE CONSIGNMENT HOUSE  
OF ST. LOUIS"**

**GRAIN, HAY and GRASS SEEDS**

**Picker & Beardsley Com. Co.**

125 MERCHANTS EXCHANGE

**Nanson Commission Co.**

(INCORPORATED)

**GRAIN AND HAY**

202 Chamber of Commerce

ST. LOUIS

Write Us for Full  
Information on  
St. Louis Markets

Consignments a  
Specialty

BUYERS OF TRACK GRAIN OF ALL KINDS AND  
MILL FEED

**W. J. EDWARDS GRAIN CO.**

GRAIN COMMISSION

504 Merchants Exchange St. Louis, Mo.

Carefully Selected Milling Wheat and Corn Our  
Specialty

**G**  
RAIN

**MARSHALL HALL GRAIN COMPANY**

HANDLED ON COMMISSION  
BOUGHT TO ARRIVE  
SOLD FOR SHIPMENT  
EXPORT

ST. LOUIS  
ST. JOSEPH

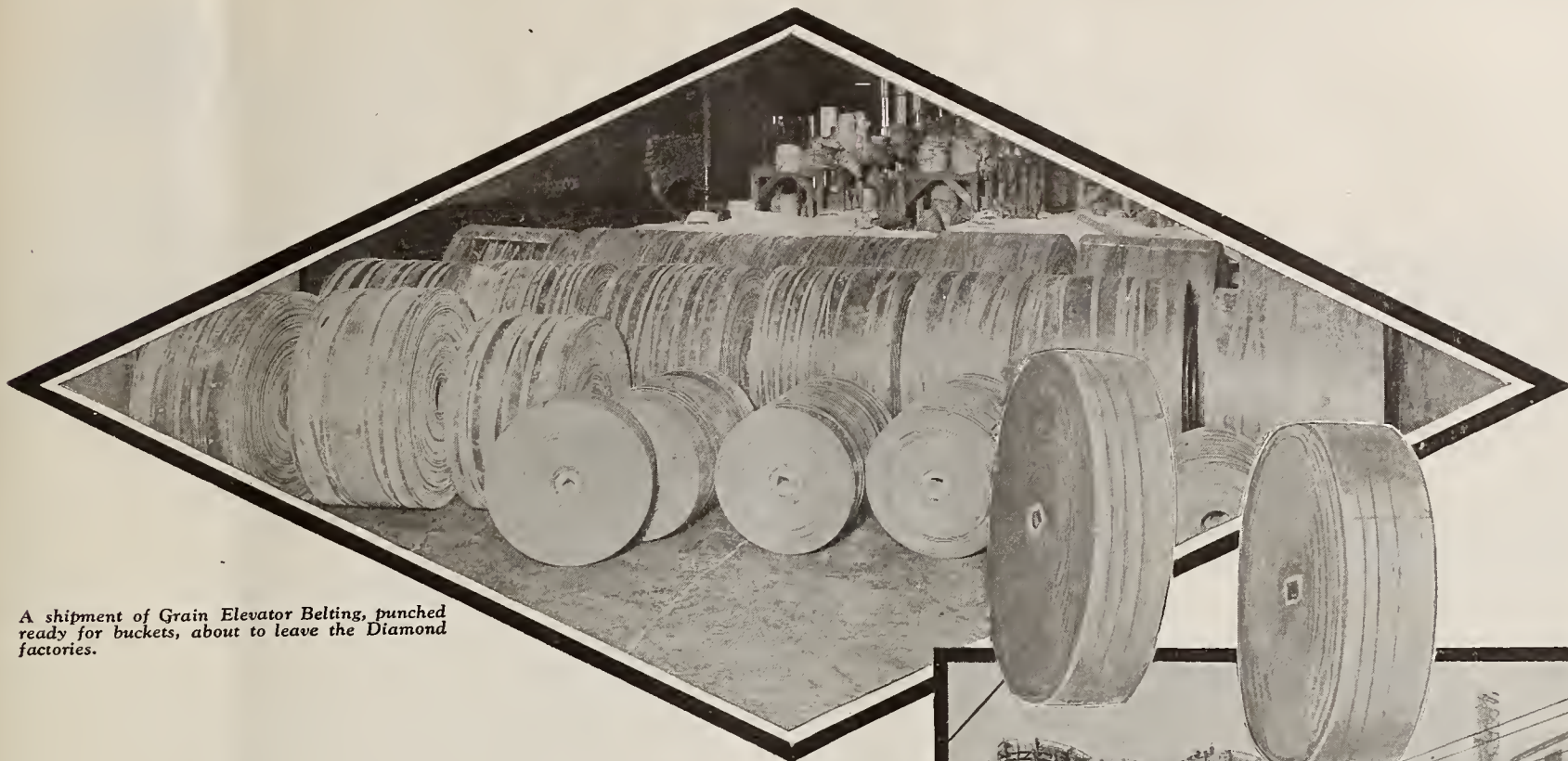
**For Milling Wheat**

**Come to St. Louis**

Best Grades of Soft Winter and Hard Red  
Wheat always available. Millers for years  
have found the St. Louis Market most satis-  
factory for wheat supplies.

*The Winter Wheat Market*





A shipment of Grain Elevator Belting, punched ready for buckets, about to leave the Diamond factories.

Pier No. 7 and Marine Tower of B. & O. Elevator at Baltimore, Md., where 9½ miles of Diamond Belting was installed.



Spiller's Elevator constructed by the Vancouver Terminal Grain Co., who chose Diamond for their new 10,000 ft. equipment.

## When Big Users Choose

It is not a matter of chance that Diamond Elevator and Conveyor Belts are so frequently named as equipment for such outstanding installations.

Follow the example of these big users—investigate Diamond records in the field and you will find them ample justification for naming Diamond Belts as your next installation.

THE DIAMOND RUBBER COMPANY, Inc., Akron, Ohio

Atlanta  
Chicago

Boston  
Dallas

New York  
Seattle

Kansas City  
Los Angeles

Philadelphia  
San Francisco

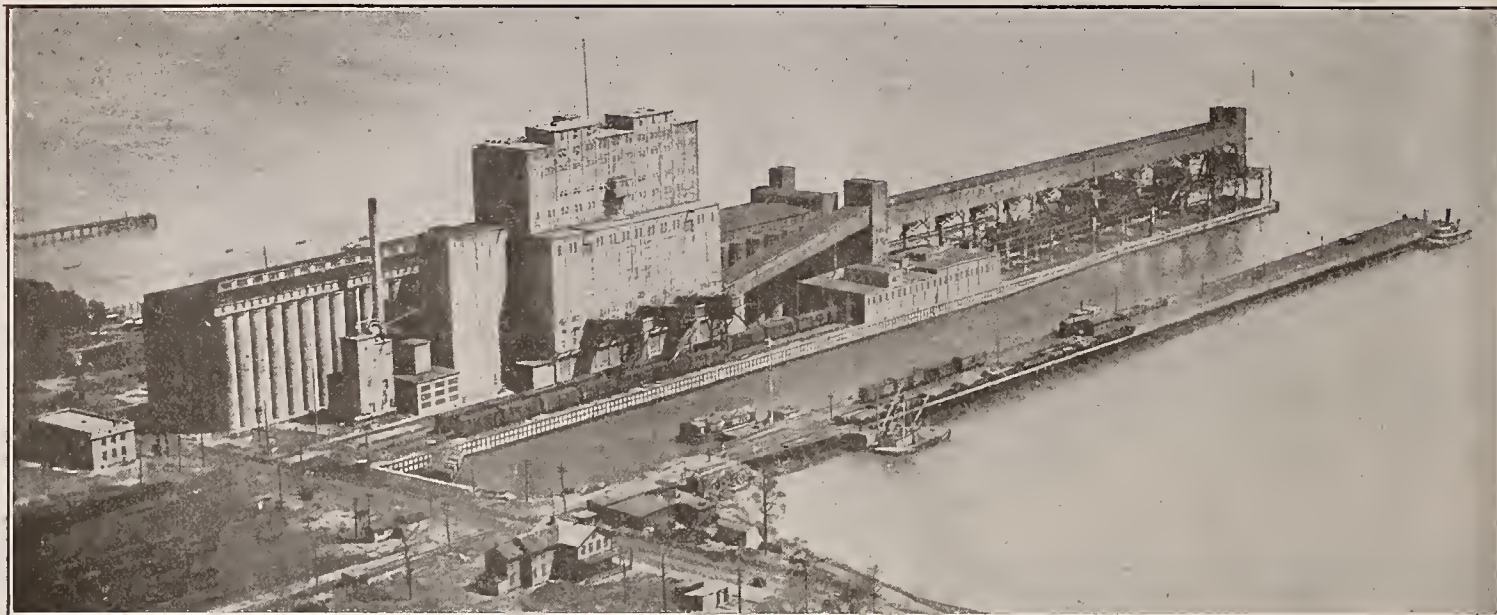
# Diamond

Elevator and Conveyor Belts





"Eureka" - "Invincible" Grain Cleaning Machinery



Pennsylvania R. R. Elevator No. 3, Canton, Baltimore, Md.,  
Mr. G. M. Smith, Supt.

When the equipment for this enormous plant was selected, the Pennsylvania R. R. Co.'s engineers and experts took extraordinary precaution to choose only the very best in each line. Competition among builders of Grain Cleaning Machinery was, needless to say, very keen, but as the contract was placed on a basis of merit alone, naturally the machines selected were "Invincibles." Ten "Invincible" Compound Shake Separators were specified. Nine of these machines have a rated capacity of 6000 bus. per hour each; the other handles 4500 bus. an hour. This is one of the largest Grain Cleaning Machinery installations in America.

The only true measure of a machine's value to its owner is the actual cost of cleaning his grain. The buying problem then resolves itself into finding the machine which works with the least waste, requires the lowest initial investment, least cost for upkeep and operation, and which has the greatest endurance. So well has the "Invincible" lived up to these requirements that grain men have learned to call it "the Cleaner of maximum economy."

**"EUREKA" and "INVINCIBLE" GRAIN CLEANERS**  
always were, are and always will be the best to be had.

#### REPRESENTATIVES

Wm. Watson, 515—No. 111 W. Jackson Blvd., Chicago.  
J. Q. Smythe, 3142 Bellefontaine St., Indianapolis, Ind.  
F. E. Dorsey, 3850 Wabash Ave., Kansas City, Mo.

Geo. S. Boss, Grand Hotel, New York City  
S. W. Watson, Osburn House, Rochester, N. Y.  
W. M. Mentz, Sinks Grove, W. Va.

Bert Eesley, Box 363, Fremont, O.

Special Sales Agents: Strong-Scott Mfg. Co., Minneapolis, Minn.

**S. HOWES CO., Inc.**  
**INVINCIBLE GRAIN CLEANER CO.**  
**SILVER CREEK, N.Y.**



"EUREKA" - "INVINCIBLE" GRAIN CLEANING MACHINERY

European Branch: 64 Mark Lane, London, E.C.3, England.





Manchester Ship Canal Elevator  
Manchester, England  
Capacity 1,500,000 Bushels  
Completed 1914



Buenos Aires Elevator Co.  
Buenos Aires, Argentina  
Capacity 750,000 Bushels  
Completed 1920



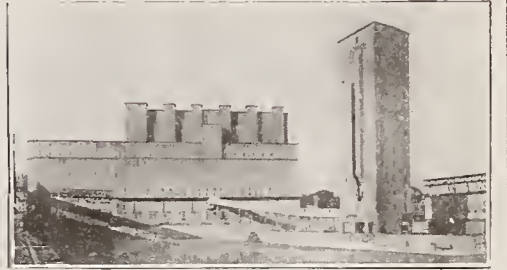
## John S. Metcalf Co. Grain Elevator Engineers



Chicago & North Western Railway Elevator  
South Chicago, Illinois  
Capacity 10,000,000 Bushels  
Completed 1920

### OFFICES:

Chicago, Illinois, - - - 108 S. La Salle Street  
Montreal, Canada, - 54 St. Francois Xavier Street  
Melbourne, Australia, - - 395 Collins Street  
Vancouver, B. C., - - - 837 W. Hastings St.



Harbour Commissioners Elevator No. 2  
Montreal, Quebec  
Capacity 2,600,000 Bushels  
Completed 1912



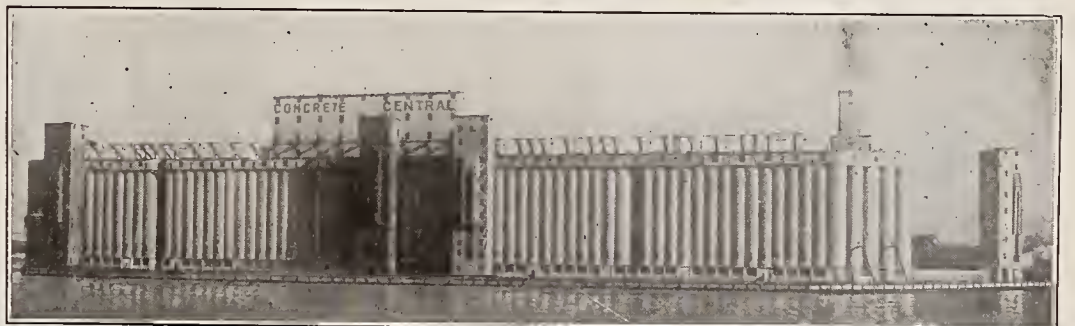
Sydney Terminal Elevator  
Sydney, Australia  
Capacity 6,400,000 Bushels  
Completed 1921



## MONARCH

Built Elevators  
Assure You  
Economical Design  
First Class Work  
Efficient Operation  
and  
Satisfaction  
Let Us Submit  
Designs and Prices

One of the Modern Houses Which Has Made a Record  
for Rapid and Economical Handling  
CONCRETE CENTRAL, BUFFALO, 4,500,000 Bu.



MONARCH ENGINEERING CO.

BUFFALO, N. Y.



## The Barnett & Record Company GENERAL CONTRACTORS

Designers and Builders of

Grain Elevators, Flour Mills and Heavy Structures

Reinforced Concrete and Steel Ore Dock constructed at Superior, Wisconsin, for the Allouez Bay Dock Company. Entirely Fireproof.

Write for Designs and Estimates

OFFICES:

Minneapolis, Minn.

Duluth, Minn.

For William, Ontario



## MACDONALD ENGINEERING COMPANY

CONSTRUCTION ENGINEERS

*Designers and Builders of*  
GRAIN ELEVATORS, FLOUR  
MILLS, WAREHOUSES, COLD  
STORAGE PLANTS, COAL  
STORAGE, ETC.

*Send Us Your Inquiries*

MAIN OFFICE

53 West Jackson Boulevard, Chicago

WICHITA OFFICE    SAN FRANCISCO    TORONTO, ONT.  
Union Nat'l Bank Bldg. 149 California Street    C. P. R. Building

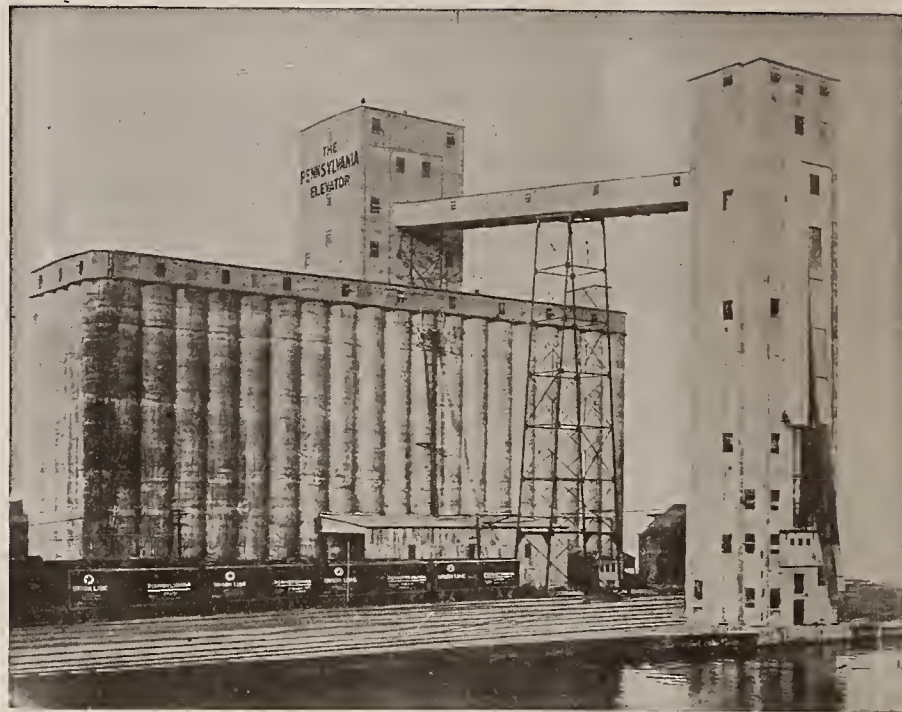
## FOLWELL-AHLSSKOG CO.

Engineers and Contractors

*Designers and Builders*

OF

Grain Elevators, Flour Mills, Industrial Plants, and other  
Engineering Works



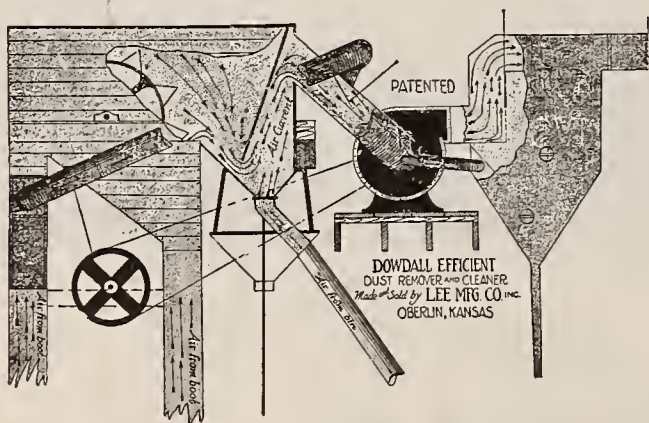
PENNSYLVANIA RAILROAD COMPANY ELEVATOR, ERIE, PA.

1,250,000-bushel Concrete Workinghouse and 25,000-bushel Marine Tower. Reinforced Concrete. Latest improvements. Write us for designs and estimates.

323 N. MICHIGAN AVE., CHICAGO, ILL.

## An Elevator Without Dust Is Possible

Many Elevators in the West have proved this to their own satisfaction by installing



### The Dowdall Grain Separators and Dust Removers

Keeps elevator pit and cupola free from dust and even makes it possible to shovel grain in a car without a dust mask. Improves the condition of damp or dirty grain, lowers the risk of fire, and eliminates the explosion hazard.

Equally efficient in country elevator or large terminal house.

*Write for circular describing the system and the list of satisfied grain firms who are using it.*

**The P. A. Lee Manufacturing Company**  
OBERLIN, KANSAS

## THE POLK SYSTEM

All-steel machines for all kinds of  
CIRCULAR CONCRETE CONSTRUCTION

We contract grain storages, water  
towers and coal pockets.

**Polk-Genung-Polk Company**

Fort Branch,

Indiana

## FEED MILLERS!!

Here is a machine you need  
Sacks feed direct from feed mill elevator



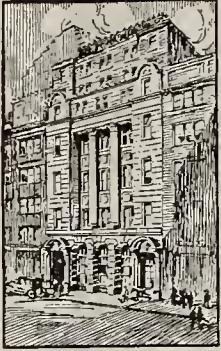
Costs less than building an overhead bin

*For further information  
Write Today!!*

**Nelson Sacker Mfg. Co., Astoria, S. D.**



## Grain and Flour



Complete facilities for financing and collecting documentary export grain and flour bills. ∴ ∴

INTERNATIONAL  
ACCEPTANCE  
BANK, INC.

52 Cedar Street, New York

PAUL M. WARBURG  
Chairman

F. ABBOT GOODHUE  
President

## ARE YOU WORRIED

about the condition of that grain in your bins?

Let us equip your storage with a

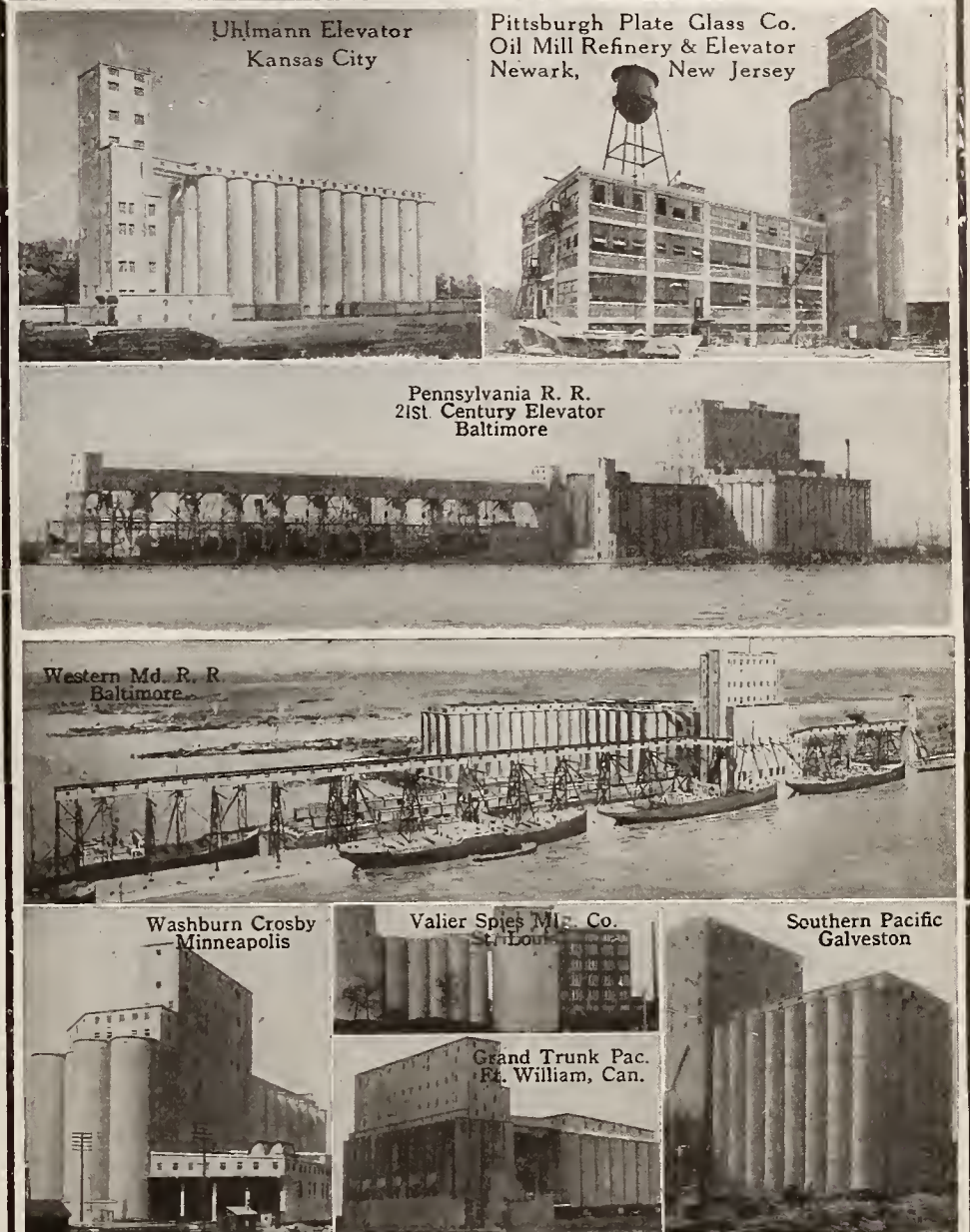
## Zeleny Thermometer System

to tell you the exact condition of  
the grain and cut out the worry

*Over 100 Elevators Equipped*

Write for Description

**WESTERN FIRE APPLIANCE WORKS**  
542 South Dearborn Street Chicago



## JAMES STEWART &amp; COMPANY, Inc.

1210 Fisher Bldg.  
Chicago, Ill.

Designers and Builders  
Grain Elevators

W. R. SINKS  
Manager

*In all parts of the world*

*Every day in every way we are designing and building better and better Grain Elevators.*

*We have built for many of your friends—Eventually we will build for you. Why not now?*

## L. A. STINSON CO.

*Engineers and General Contractors*

**ELEVATORS, MILLS AND WAREHOUSES  
COMPLETE**

**332 So. La Salle Street Chicago, Ill.**

*General Overhauling and Improvements*



N. M. PATERSON CO., LTD.  
Ft. William, Ont.

**WE**  
Cannot show here all the mills  
and elevators we

**BUILD**

But will be glad to mail you  
booklet showing some of

**THE BEST**  
and most efficient  
**ELEVATORS**

in the  
**UNITED STATES & CANADA**

**Fegles Construction Co., Ltd.**

Ft. William, Ont.

Minneapolis, Minn.



PILLSBURY FLOUR MILLS CO., MILL & ELEVATOR  
Atchison, Kans.



## Baltimore & Ohio Terminal Elevator, Baltimore, Md.

*Constructed by*

The M. A. Long Co.,  
The Long Building  
10 W. Chase St.,  
Baltimore, Md.

*Capacity 3,800,000 Bushels*



*The Most Rapid Grain Handling  
Plant in the World*

Engineers and Constructors  
Grain Elevator Department

## TOWNSEND B. SMITH

Designer and Builder  
of  
Grain Elevators  
DECATUR, ILL.

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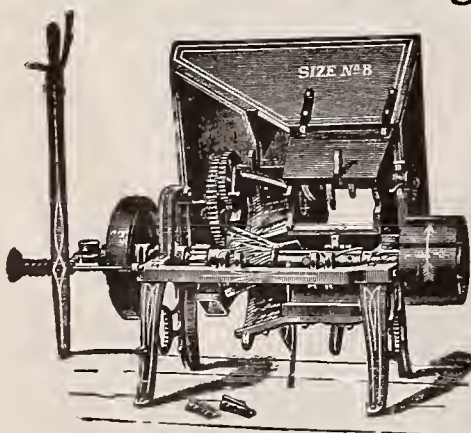


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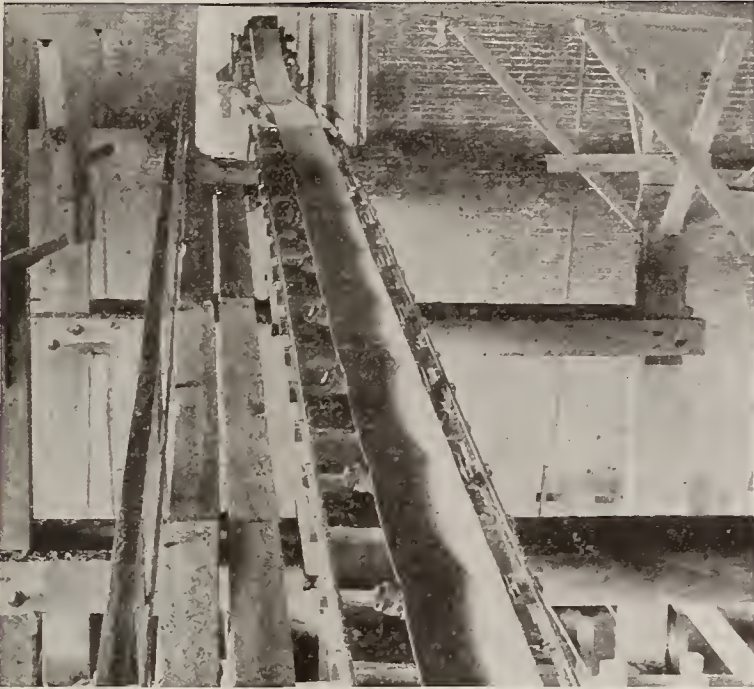
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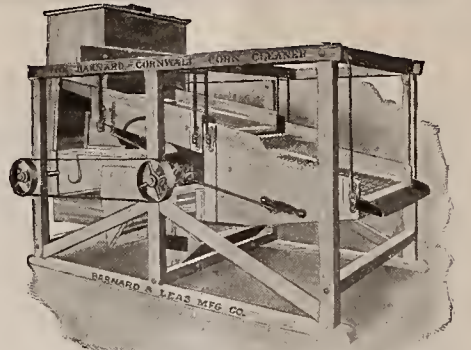
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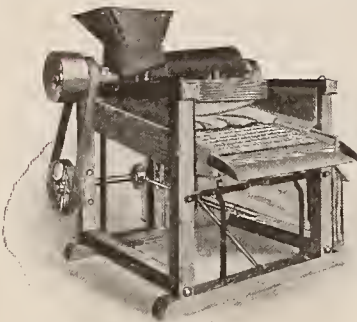
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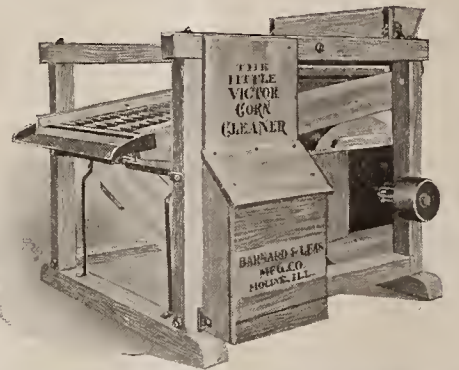
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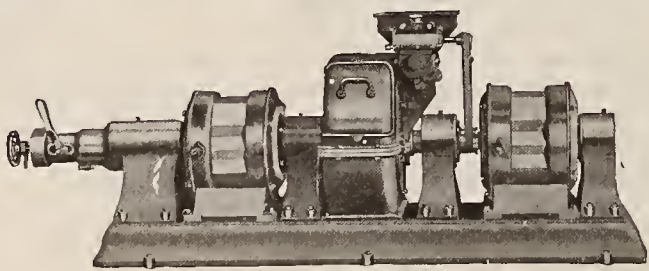
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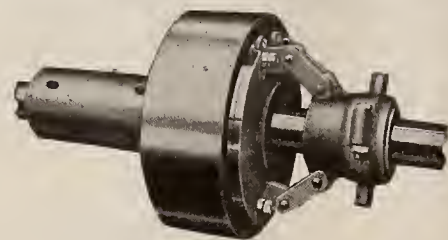
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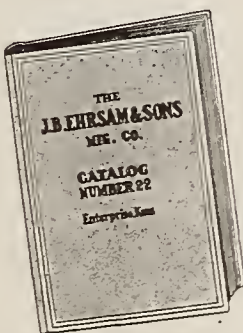


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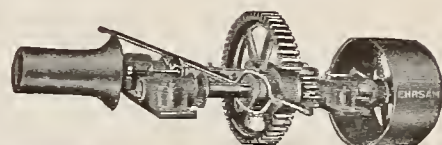
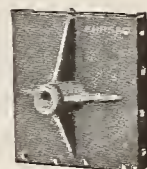
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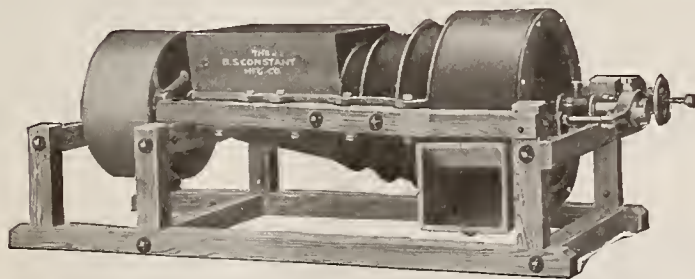


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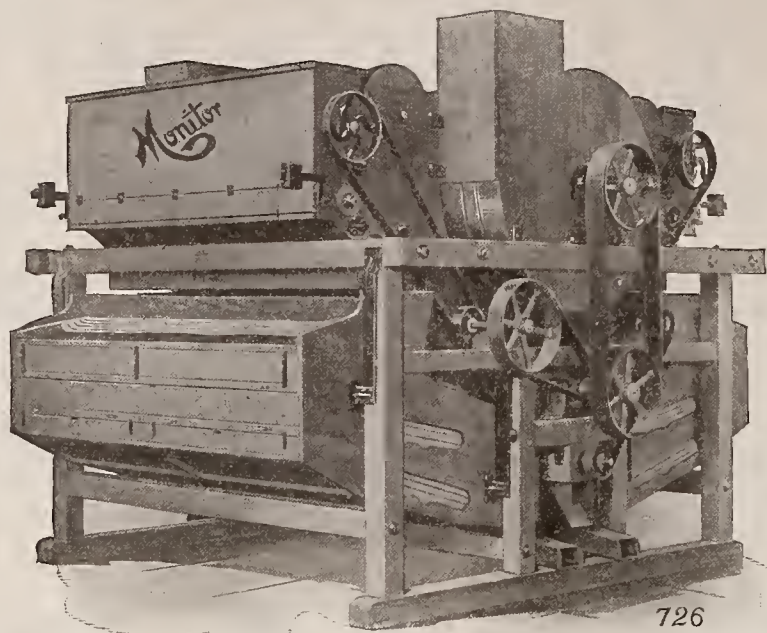
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A monthly journal devoted to the elevator and grain interests.

Official paper of the Grain Dealers' National Association and of the Illinois Grain Dealers' Association.

Established in 1882.



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Established in 1882.

VOL. XLIII

CHICAGO, ILLINOIS, JUNE 15, 1925

NO. 12

## New Elevator for Montreal's Increasing Needs

### Harbor Commissioners' Elevator No. 3 Adds 1,921,000 Bushels' Storage Capacity to Terminal Facilities at the Port of Montreal

MONTREAL'S position as a leading grain exporting seaport in the world at large has been fully acknowledged, and the volume continues to increase. Favorable location combined with the necessary physical means of handling accounts for the growth. Montreal is a natural link between various kinds of transportation that hook up the wheat producing areas and the outlet; it is directly connected with lake traffic as well as the rail lines of the Dominion, and has access to the Atlantic, thus co-ordinating all traffic features.

The importance of Canada as the leading competitor of the United States in the world wheat trade is made impressive by the fact that Canada has expanded her wheat production from an average of 197,000,000 bushels before the war to 470,000,000 bushels in 1923. Because of her relatively small population, 70 per cent of the Canadian wheat must

this possible. The old steel elevator at Windmill Point, the one which was built by the Grand Trunk Railway, is also the property of the Commissioners and has 3,250,000 bushels' capacity.

Elevator No. 3 has just been completed, down the St. Lawrence River, and an addition is already being planned with capacity of 4,000,000 bushels. This would give aggregate capacity of 5,921,000 bushels, and considered along with the other elevator properties of the Harbor Commissioners, would give them a total of 15,833,000 bushels.

The latest addition, Elevator No. 3, is 642 feet nine inches in length and has a width of 86 feet. Its total capacity is 1,921,000 bushels. It was erected by the John S. Metcalf Company, Ltd., Montreal and Chicago, and was built under its direction for the Harbor Commissioners of Montreal. It is noteworthy for its protective features against fire and

end of the storage tanks. Four galleries over Tarte Pier and one land pier handle all shipping at present.

The lower story of the receiving house rises only a few feet above the ground level and includes the elevator boots and the head pulleys of the conveyors bringing in the grain from cars and boats. This receiving house has an upper part and a lower part. The space between the two parts is left open and contains steel trestles which support the cupola. There is no connection between the basement of the receiving house and the basements of both shipping houses and those of the storage units. This precaution is a further guard against dust explosions.

The plan of the storage tanks is arranged by having rows of three cylindrical tanks and two interstice bins. The storage tanks on the east side



HARBOR COMMISSIONERS' ELEVATOR NO. 3, MONTREAL, QUE., CANADA

be sold abroad, and the necessity of moving most of this wheat quickly and cheaply a distance of some 2,000 miles to the seaboard has been the incentive to develop a marketing system which has proved remarkably efficient.

The report of the Canadian Board of Grain Commissioners during the crop year 1923-24 showed the capacity of elevators operating in Quebec, as 12,150,000 bushels, out of Canada's total capacity for storage of over 251,000,000 bushels. All of this Quebec capacity of 12,150,000 bushels is in public elevators located at two points, and, of course, to this must be added the new storage at Montreal referred to in this article.

The new house is in Montreal, Que., and belongs to the Harbor Commissioners. They already had in operation Harbor Commissioners' Elevators No. 1 and No. 2. The former has a storage capacity of 4,000,000 bushels, and the latter can hold 2,662,000 bushels of grain. In the case of either of these elevators grain can be loaded direct into an ocean steamer at any one of the numerous loading berths provided. An extensive system of conveyors makes

dust hazards, as well as for the complete mechanical needs that have been provided.

The new elevator is located between Tarte Pier and Laurier Pier, the marine tower jetty being situated between the two piers and parallel to them. The general plan followed in constructing the elevator took special account of reducing the dust explosion hazard and this has been accomplished by various means, including the careful segregation of various units. In this way it is assured that should a dust explosion occur in one part of the elevator the damage would not be likely to extend into other units which are effectually separated.

Non-combustible material was used wherever possible in putting up the elevator. In the first section the entire construction is made fireproof in this way. This section comprises a receiving house with a car unloading shed to the north of it and marine towers on the jetty to the south of it. Separate reinforced concrete storage units immediately adjoin the receiving house and are on opposite sides of it. A separate shipping house is provided for each series of storage tanks at the far

have a capacity of 1,017,000 bushels, which is made up by 27 cylindrical tanks of 33,000 bushels' capacity each and 18 interstice bins of 7,000 bushels' capacity each. Space is provided for 904,000 bushels on the west, it being divided in 16 interstice bins of capacity of 7,000 bushels each and 24 circular ones of 33,000 bushels' capacity each.

Situated at the far end of each group of storage tanks is a shipping house similar in construction to the receiving house but having a greater amount of window space. Grain can be taken from any of the tanks of the east storage tanks to the boots of the three shipping legs in the east shipping house but nowhere else, and each of the three boots is in a separate boot house. The basement of the storage tanks is separated from the boot houses of the shipping houses by a heavy concrete wall containing fire doors and belt openings.

The first floor of the cupola of the receiving house is 110 feet above ground level, and the eight receiving legs pass through the roof of the receiving boot house up through the floor of the cupola. The cupola has a steel frame which supports the con-



crete floors and roof and corrugated asbestos siding. The cupola of the receiving house has a large number of glass windows, and these are arranged in separate units so that with the least excess of internal pressure the windows will be automatically opened.

The car shed, located to the north of the receiving house, has four Metcalf Car Dumpers. Seven cars per hour can be discharged from each of these



VIEW OF CAR DUMPER FROM ABOVE

machines, so that the plant has a capacity of 280 cars per day. The 42-inch receiving belts below the track hoppers run through tunnels to the boots of the receiving legs in the west half of the receiving boot house. The capacity of each of the four car receiving legs is 20,000 bushels, operated by a 140 horsepower motor. The leg casing passes through the roof of the boot house to the outlet above the working house roof. Each of the four car receiving car legs discharges alternately to each of two scales of 2,500 bushels' capacity, and these in turn feed the 42-inch belts below, running out over the east and west storage tanks.

The only difference between the four boat receiving legs and the car legs is in size. The boat receiving legs have a capacity of 15,000 bushels per hour, and each is operated by a 100-horsepower motor. Since weighing is done in the marine towers, it was not necessary to carry these legs so high. All leg drives are by double reduction, double helical gears, and all belt conveyor drives are by silent chain, and roller bearings are used throughout the house.

Above the roof of the receiving boot house is a small cleaner house. It is entirely separated from the other buildings and has two spouts passing from the receiving house cupola through the open air to the roof of this cleaner house. By means of these spouts grain may be delivered from any bin in the house or from car or boat to two separate units. Each of these units has an upper garner of 2,100 bushels' capacity and a Style "B" No. 11 Monitor Warehouse Separator with two garners below, which deliver to a leg in the boot house. From this point, the grain can be returned, after cleaning, to any bin of the elevator.

Provisions for both receiving from and shipping by ocean vessels has been amply fulfilled. Three shipping legs in either shipping house go above the level of the storage roof and discharge through garners to scales. They then go to three re-elevating legs at the south end of the shipping house.

From a point 34 feet higher than rail level these re-elevating legs run up to the top story of the shipping house and through a system of valves to the belts in the shipping galleries. The elevating capacity of each leg is 15,000 bushels, and each is operated by an individual motor.

The jetty between the Tarte and Laurier Piers is 326 feet in length, and this affords space for the four separate movable marine towers. There are two on each side of the jetty and they can unload four hatches at the same time. Each tower can elevate 15,000 bushels an hour. There is a 78-foot Marine leg for each tower. These discharge to re-elevating legs which feed the 400-bushel scale hopper through a 550-bushel garner. Spouts located at 24-foot centers along the jetty receive the grain from the 550-bushel lower garner, and it then goes to one of the 36-inch belts which are in the jetty tunnels. Underneath each Marine tower track is one of these tunnels, so that there are two tunnels, each of which contains two belts that go to the boot legs in the east part of the receiving boot house.

The hopper scales are eight in number and were specially designed for this type of work. The system of shipping galleries is designed in such a way that it may later be extended over the freight sheds on both sides of Laurier, Sutherland and Tarte Piers, with shore gallery berths for vessels taking large cargoes of grain. There are at the present time five loading berths. Tarte Pier has two galleries which are on either side of it, thus providing four loading berths. Thus four ocean going ships can be loaded with grain at the same time that



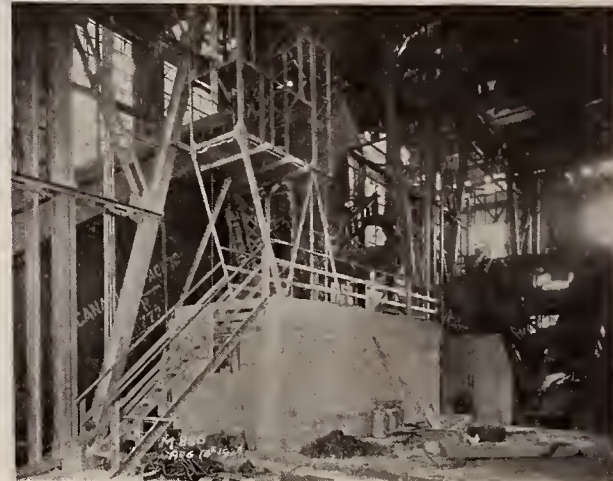
SCALE FLOOR, HARBOR COMMISSIONERS' ELEVATOR

they are taking on package freight. Six different streams can be operated from storage to ships at the same time. It is also possible to handle grain direct from lake vessels to ocean vessels or cars to ocean vessels.

On the same level as the bin floor of the storage part is a gallery house that contains conveyor belts

used in transferring grain from one part of the plant to another and from west storage bins to the shipping gallery at the east.

The rubber belting used throughout the elevator was manufactured by the Gutta Percha & Rubber Manufacturing Company, of Chicago. A number of illustrations are given in these columns, including some interior views of the new plant, and these will give a good idea of the completeness of



METCALF CAR DUMPER FROM BELOW

detailed engineering in providing suitable equipment. The diagram that appears on the next page shows the arrangement of the different units and their relation to shipping facilities. Both Laurier Pier and Tarte Pier are shown in detail with the general plan of the elevator and connections with the piers. It will also be noted that trackage is ample and well arranged.

## THE FARMER'S NEED

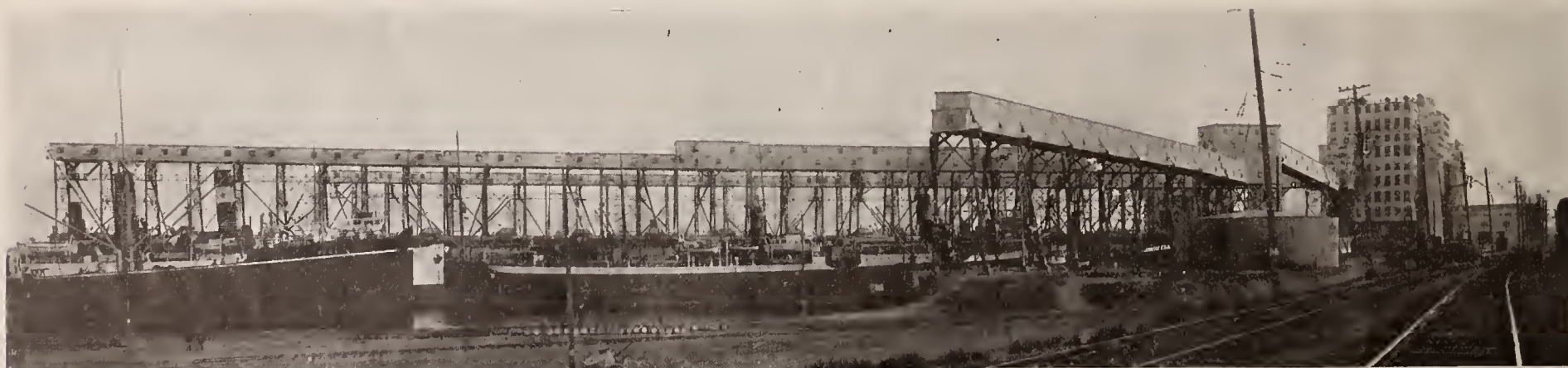
By J. B. BROWN\*

The problem of the farm is largely individual, and to express a plan of national scope is to our mind out of reason. President Coolidge has suggested some pertinent fundamentals. But to co-ordinate even the best of all plans to meet the prevailing conditions in any considerable territory does not seem feasible, for production is so different in different territories, made so by climatic conditions. That is to say, governmental control or supervision is going to be an aid when the buyer can get along without dealing with a particular seller. It is not very hard nowadays for the buyer and seller to effect a connection, but the trouble is to agree upon the basis of exchange.

A paternalistic government is so at variance with American ideas that legislation so far proposed is impossible, and schemes devised and tried have been largely financial failures, being impractical and uneconomical. There have been a few local meteoric successes, but they do not stand the test of time, not that the ideas are all wrong, but that they seek to establish a fictitious value or condition. To say they can be predicated upon any basis that will be of lasting qualities, covers so vast a scope that it is bewildering. Now does not the entire condition of agriculture resolve itself into a very individual aspect?

We would not say pooling is fundamentally

\*J. B. Brown is president of the Farmers Co-operative Grain Dealers Association of Kansas, at Larned, Kan.



VIEW OF LOADING GALLERIES, HARBOR COMMISSIONERS' ELEVATOR



wrong, but we have never been convinced it is financially right, in a commodity greatly influenced by world's markets, and further, we are not convinced but that the producer has paid dearly for the privilege of signing on the dotted line. There have been and perhaps still are some quite prominent individuals in this country of ours, who have tried to convince the farmers that certain things were necessary for him to do to even exist as an agriculturist. First, organize—for what, was not always very plain to the individual, but anyhow organize. Second, legislate—evidently organizing was not so efficacious as at first thought, so legislate, and enact a measure like the McNary-Haugen Bill, legislation that would in our poor judgment require as many Government employes to administer the law as are now used in the postal service, and also create a condition of uncertainty unheard of.

We believe in organization for a purpose that is fundamentally sound and right; to meet local conditions, and other conditions as they arise that can be met by the same sound and right principles.

The greatest need of the farmer today is information, sound and reliable information. And what process is going to be devised to get the farmer to assimilate this information and apply it to his own needs and conditions is a great problem. If the publishers of our periodicals could make it as attrac-

## KANSAS ELEVATOR HAS LARGE SEED BUSINESS

Since the United States as a whole has admittedly become the world's largest specialized commercial seed-growing country, the importance of the seed industry has called for considerable attention of late. Not only have numerous devices been perfected and introduced for handling this business in our agricultural states; but the means have been provided for handling the merchandising end of the industry.

It was natural that elevator men and those interested in the grain trade should have been the first to enter this trade in the largest numbers. They are the logical first line connection between the farmer or producer and the other means of connecting the farmer with the outside markets. The fact that the farmers' connection with the grain dealer or elevator operator was already well established made it but natural that the seed trade should gravitate in this direction too.

Modern mechanical and highly developed commercial methods have entirely done away with the competing influence of cheap and antique methods of foreign lands. Combining seed business with the usual handling of grain in a country elevator affords an excellent way of serving one class of trade with two different but related kinds of service,

Company in the last 12 years has been the handling of seeds and doing business as seed merchants. "Handling of seeds through an elevator," says Mr. Stockstill, "is not practical unless the elevator is built with that one purpose in view. Not one elevator in a thousand is fit for the handling of seeds. We enjoy one of the very largest wholesale seed businesses in the state, and shall continue in this line, using our elevator mainly for the handling of common grain."

Photographs of Mr. Stockstill's two sons, twins 17 years of age, are shown in the accompanying



MURRAY OR MULLER STOCKSTILL

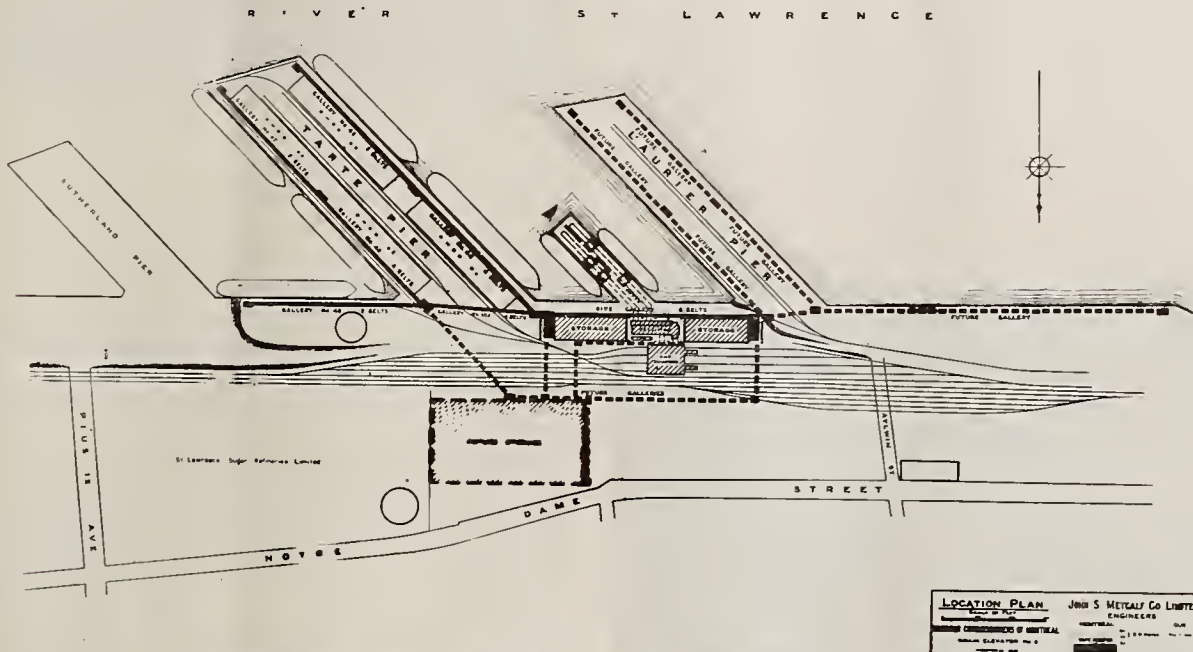
illustrations. Their resemblance is such that their father asserts that their teachers have often been puzzled to tell them apart. Murray and Muller Stockstill are both perfect in physique as well as having all the desirable characteristics that may be hoped for in young men of their age and excellent environment. The difficulties of distinguish-



MULLER OR MURRAY STOCKSTILL

ing between them are at once apparent when looking at their pictures, and we are taking no chances in indicating who is who—it is easy to conjecture that the chances of both getting blamed when anything goes wrong are offset by the double praise reaped when things move smoothly, and since they appear to be the sort who get the good out of life, the similarity very likely operates to their joint benefit in the long run.

The elevator at Hugoton and its varied lines of business will undoubtedly furnish ample opportunity as time goes along for the two boys to render their father substantial assistance.



LAYOUT OF HARBOR COMMISSIONERS' ELEVATOR WITH PIERS, TRACKS, AND PROPOSED ADDITIONS

tive as are the instructions given for running and care of all automobiles, the problem of the farmers' success would be solved. Our society is now so organized that the automobile is here to stay, but it is one item of American luxury that drains an amount year after year equal to a 10 per cent net profit on the average farm. We would not further enumerate luxuries unknown to our fathers years ago, who lived perhaps as happy and contented as we; but we would emphasize that the farmers' problems, like other peoples', are very largely individual and no organization nor the Government can do for them the things it is necessary for them to do; and only final defeat awaits him who places his faith and future in the plan of coercion.

Most of us live by the sweat of the face, but some flourish by hot air. Leaders they are, and they enjoy a privilege, and a great responsibility. Their influences cannot be divided, but must be stable and continuous, and we can think of no medium through which this can be accomplished so well, as through their own publication, a publication that is devoting all its energy to the particular interest that the organization represents. Here lies a duty that should be performed that will be more far reaching in its benefits than any other activity of a real leader. We would not decry meetings and addresses, but at best they are spasmodic. The publication is continuously meeting and describing conditions as they arise. It is the economic medium through which can be reached the great number. So we would say the greatest need of the agriculturist is real information that he can apply to his individual activities.

and in many cases elevators have realized this possibility. It is necessary, of course, that the plant be properly equipped and that he who serves the seed trade be fully aware of its needs and how to meet them. It represents some specialization and is distinct in its methods.

One company in the Middle West which handles grain and does a highly successful seed business as well is the G. E. Stockstill Grain Company, of Hugoton, Kan. The company's elevator is located on the right of way of the Atchison, Topeka & Santa Fe Railway and is built of wood. It is in the very center of a rich producing area which has long since earned its reputation in the grain world.

The total capacity of the plant is 20,000 bushels, and this is distributed in nine bins or units. The receiving capacity is 2,000 bushels per hour and the shipping capacity is also 2,000 bushels per hour.

Electricity is used for both power and lighting, and the elevator uses central station service. There are two electric motors, one of which is of 10 horsepower and the other is of two horsepower. A belt drive is used, 136 feet in length, operation control is from the drive way floor. There is one eight-bushel scale.

The elevator is equipped with an air truck dump and has a leg capacity of 2,000 bushels an hour. It is possible to load the average size of cars in 35 minutes. About 200,000 bushels of the various grains are handled here annually, and the commodities in which the company deals include Kaffir maize, wheat and seeds principally.

The main business of the G. E. Stockstill Grain



## Argentina As a Coming Grain Center

Serious Competition to Grain Producing Countries Now Realized in South America with the Future Promising Further Increases

By EARLE W. GAGE

THE remotest grain dealer in the world should study his geography carefully, and note that countries such as the Argentine and Canada, not to mention many further away, will in the immediate future play a conspicuous part in determining the price of grains. A little study of the Argentine will soon dispel any unbelief in the strength of the country as a contender in the world's market. The great wealth of the land comes from



SMALL ELEVATOR AT ROSARIO, ARGENTINA

the virgin fertile loam of the wide-sweeping plains and hillsides. Cattle, Alfalfa and sheep are the ranking products, while corn, wheat, and flaxseed loom large in the horizon of grain growing.

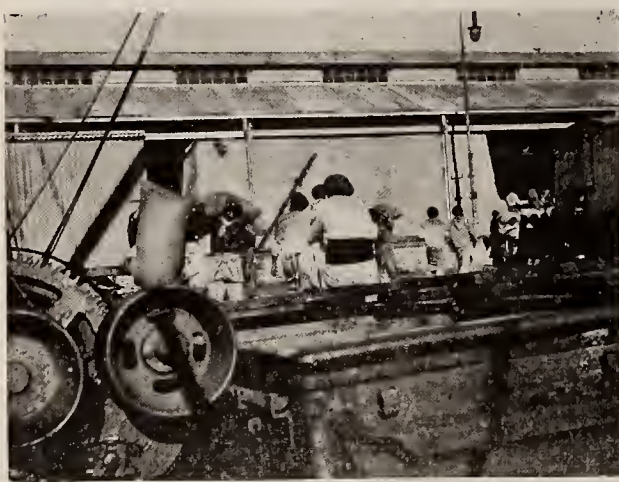
Alfalfa is fast becoming a king in the southern land. Whereas, the best seeding in the United States cannot be expected to last in excess of eight to 10 years, old cattlemen in the Argentine boast of seedings 30 and 35 years old that are still producing succulent grass forage for their stock. And Argentina has the world's largest area adapted to this wealth-producing crop, and a climate that could not be superior. The climate causes the Alfalfa plants to last much longer than in any other region of the world. But, to date, very little Alfalfa has been produced for any purposes save stock feeding, though we may expect that this hay will enter the world markets as a serious competitor within the coming generation.

And here, also, we have one of the world's richest granaries, with far-reaching potentialities, upon which nations dependent upon surplus grain crops depend for much of their supply. Grain growers and salesmen watch Argentina's reports closely, for they recognize this land as a serious competitor. Reports of crop conditions, as they are being harvested six months of the year, are cabled to Liver-

pool, Chicago, New York and all chief markets of the world, and have a very marked effect on the grain trade everywhere, for buyers recognize that here is a giant in the making, with clothes not so swaddling, after all.

Argentina is steadily climbing up for first place as a producer and exporter of wheat. It seems necessary to briefly explain the underlying reason in Argentina's relative importance as a producer and an exporter. She has to feed only a little over 72,000,000 people and therefore exports between 65 and 75 per cent of her average wheat crop. The United States provides wheaten foods for her 115,000,000 people and can send out of her borders only about 15 per cent of her wheat product. Yet the United States right now supplies nearly four times as much of the world's wheat supply as does Argentina; our wheat crop averages from three to four times that of the southern republic. But let us not forget that the youngster is as yet undeveloped, measured along modern lines, and when she shall have had surcease from disturbing revolutions as long as the United States her agricultural expansion will probably be even more phenomenal than it has been.

Thirty years ago the Argentine was producing scarcely enough wheat for her own stomach. In the five years between 1898 and 1903 the yearly exports averaged 51,000,000 bushels, and these figures have since been increased by a very heavy



LOADING GRAIN IN BAGS ABOARD SHIP

per cent. The provinces of Buenos Aires, Santa Fe, Cordoba, Entre Rios and a portion of the national territory of Pampa—substantially the eastern sections of the republic—are the chief producers of wheat.

It was only about 30 years ago that wheat grow-

ing became an important enterprise in the province of Santa Fe, which then produced half of Argentina's crop. Since then, the wheat kings have steadily pushed back the cattle ranches, much as occurred



HAULING GRAIN TO THE RAILROAD STATION

in our own West, until now the western province of Cordoba and the southern province of Buenos Aires, are included in the grain fields. The territory of La Pampa Central, where agricultural expansion has been slower, is now on a more steady footing with a very promising future before it, and it is thought this territory will come to occupy first place in wheat production in the near future.

The wheat crop is seeded any time from the middle of May to September 15, the greatest portion being sown during July and August, or the middle of the Argentine winter season. The harvest season for early varieties opens just before Christmas and continues until spring.

In grain harvesting the modern American implements play an important role. Harvesting is accomplished by means of headers, binders, and the Australian combined harvester and thresher. This latter is also known as a "stripper harvester," due to the fact that the threads are stripped from the stalks without cutting the plants. The machine is equipped with a comb with fingers which are set far enough apart to permit the plants to be drawn through until the heads are reached, when they are stripped from the plant by beaters revolving within a drum situated above the rear of the comb. Passing through this machine, the wheat is separated from the heads, cleaned and deposited at the sack or storage box at the side.

Corn, which is cultivated over an area of well toward 10,000,000 acres, is raised chiefly north of 36 degrees south latitude, although its production ranges through a broad belt from 1,200 to 1,400 miles, with a tendency, as stated, to push the center toward the warmer northern regions. Nearly 50 per cent of the corn area is in the province of Buenos Aires and about one-third in the adjoining province of Santa Fe, in the western and east-central districts of the republic. Yields of from 60 to 110 bushels per acre have been recorded, but



SACKED GRAIN IN THE FIELDS AWAITING TRANSPORT



LOADING GRAIN AT BUENOS AIRES



the mean annual yield does not exceed 776 kilograms a hectare, which is less than that of the United States—849 kilograms—and more than that of Russia—600 kilograms.

The corn planting season opens when the United States farmer thinks about harvesting his golden crop, or about September 15, though in the northern part of the cereal belt, as early as the middle of August. This season continues until just before Christmas, and the exceptionally long season is most advantageous to this crop.

The locust pest is among the worst that Argentine farmers must combat. These insects invade the northern part of the cereal zone in the spring, flying in immense swarms from their winter breed-

province of Entre Rios lying between the rivers Parana and Uruguay. Argentina exports more linseed than any other country in the world, most of her \$80,000,000 crop being made into oil. Buenos Aires and Rosario divide the honors as the chief centers of the linseed trade.

Oats stand fourth of the grains in monetary value; but although the annual crop averages 5,000,000 tons, only about one-half of the crop is exported, the remainder being used at home to feed the large herds of horses. The republic boasts about 10,000,000 head of fine animals, so it is evident that considerable of the oat crop must stay at home.

## STOPS SELLING STOCK IN ILLINOIS

An agreement was entered into on June 1 between the Grain Marketing Company and the Illinois Agricultural Association along with the Illinois Commerce Commission postponing hearings until July 28, with the "understanding and stipulation" that the company meanwhile will not sell its stock in Illinois. The agricultural association had claimed that the Grain Marketing Company constituted a public utility and should be under

will be carried at parcel post rates and subject to parcel post service unless a "Special Handling" 25-cent stamp is affixed in addition to the regular postage. Those who mail samples are advised when using first class service to rubber stamp the package clearly with the words "First Class Mail."

## POSTAL REFUSES PUTTING FILING TIME ON TELEGRAMS

The Transportation Committee of the Grain Dealers National Association, headed by Chairman Henry L. Goemann, has been trying to get the Postal Telegraph Company to follow the example of the Western Union by putting the filing time on all of its messages, but up to date the efforts have been unsuccessful. Vice-president Reynolds of the Postal Telegraph Company says in a recent letter to the National Industrial Traffic League that it would involve adding about 160,000,000 extra words to telegrams every year for which service his company would receive no compensation. He states that the reason other competitors of the Western Union have failed in the past was because they followed "wasteful and incorrect practices" such as the one asked for. The committee has asked for further time in



HOW CORN IS STORED IN THE COUNTRY

ing grounds in the warmer sections of the north. Vast quantities of eggs are deposited in the soil, and as soon as the young larvae are hatched they start their destruction.

The corn crop matures between 135 and 160 days, harvesting starting early in our spring, being at its height in April and May. Ears are shucked from standing stalks and thrown into baskets. After being sacked the crop is stored in the *troje*, or crib, which is built by placing poles in the ground in the form of a circle, wires then being strung about on the inside of the poles to hold the corn or cane stalks of which the wall is constructed, as the filling progresses. The *troje* is covered either with canvas or zinc sheeting, though cornstalks and husks are often used.

Flint varieties predominate, some important varieties having been imported from the United



THE WATERFRONT LINE AT BUENOS AIRES, ARGENTINA

the jurisdiction of the commerce commission. Similar hearings have been held concerning the selling of the company's stock to farmers in Indiana and Ohio, but no decisions reached. The question at issue in the Illinois case will be open till July 28.

The Armour Grain Company, whose elevator properties were included in the consolidation which formed the Grain Marketing Company, filed application June 1 with the commission for permission to lease and assign two of its elevators to the Export Elevator Company and for a certificate allowing the latter company to operate those elevators. The Export Elevator Company is owned by the Armour interests, with the exception of a few shares.

## POSTAGE ON GRAIN SAMPLES

New postal regulations which became effective in April have done away with the custom which had been observed in certain parts of the country of the post office giving grain samples first class service under third class postage. Only such service as the postage affixed calls for will now be granted. The majority of samples mailed are not more than eight ounces in weight and to be given first class service must be charged with the first class rate, which is two cents per ounce.

When samples weigh more than eight ounces they

which to continue their efforts with the telegraph company.

The committee has held conferences with Congressman O'Connor of New York, who is expected to re-introduce his resolution in the next congress, asking for the investigation of rates, rules and practices of the various telephone and telegraph companies.

## CHANGES IN CANADIAN GRAIN ACT PROPOSED

A number of changes are apparent in the revised version of the Canadian Grain Act, which has had its first reading in the lower house. New sections have been added to the old Grain Act, others have been eliminated, and still others have been materially altered. Recommendations made by the Royal Grain Inquiry Commission were duly observed and constitute the basis for new regulations regarding mixing grain.

Provision is made for control of weighing in all eastern elevators under the Grain Board for the purpose of making all grain fees uniform, and the responsibility of obtaining license now rests with the dealers. Provision has also been made for cleaning and disposing of screenings through the Government, and the terminal through which grain is to move is made optional with the owner. Car



A COUNTRY ELEVATOR IN THE ARGENTINE

States. The most common varieties of Yellow corn are Canario, Hungaro, Cuarenton, which are exported. Several varieties of White corn are successfully grown.

As an exporter Argentina is far ahead of the United States, its nearest competitor, in the foreign corn trade. The former furnishes, on an average, more than 45 per cent of the world's exports—amounting to 4,600,000 tons last year (1924), while the United States in an average, normal crop year, supplies only about 20 per cent.

Linseed is another of Argentina's great crops that gives her a decided premier rank in the foreign field. Its area of cultivation is about the same as that of wheat, with the addition of the large



Loading time is extended from 24 to 48 hours in September, October and November. All country elevators are under the jurisdiction of the Canada Grain Board for purposes of inspection, and the maximum rate a dealer may charge can be fixed by the Board of Grain Commissioners with the approval of the Governor-in-Council.

New varieties now produced in the western provinces are being provided for by the adoption of certain new grades, for Amber Durum, Red Durum and Canadian Western Kota.

## OAT GRADES AMENDED

Changes have been made in the United States official grain standards for oats, to be effective September 1, 1925. The changes, approved by Secretary Jardine under date of May 27 are as follows:

Amend section 1 to read:

Section 1. Oats shall be any grain which consists of 80 per cent or more of cultivated oats and not more than 10 per cent of foreign materials.

Strike out Section 11 and Section 14.

## COPPER CARBONATE AS A GRAIN INSECTICIDE

The use of copper carbonate dust as applied to wheat to prevent bunt or stinking smut is discussed at some length in Circular No. 282 of the Berkeley Experiment Station of the California College of Agriculture. After briefly describing other methods and alluding to their shortcomings the circular goes on to discuss copper carbonate dust as a fungicide and an insecticide.

It is applied to wheat seed at the rate of two ounces per bushel, though double this quantity is sometimes applied. It should not be placed on grain to be used for animal or human food, but may afford some protection to stored grain of any kind if placed where crawling insects must pass it to get to the grain. In experimenting with three plots drilled with bunted Hard Federation wheat, the results when the copper carbonate method of seed treatment was used, showed an increase of yield of 31 per cent over no treatment and 65 per cent over the bluestone lime treatment. As there are a number of effective dusting machines for automatically treating seed as it comes from the cleaner and grader, the labor cost, a large item in the application of liquid fungicides, is reduced.

In the experiments tried at this station, the common grain weevils and beetles were effectively destroyed without injury to the wheat seed, and other insects in similar groups are likely to also succumb. The results indicate that it is a new, cheap, very effective easily applied remedy for the prevention and control of weevil and beetle attacks upon grain which is to be used for seed.

## GRAIN SHIPPERS AFFECTED BY DECISION

A decision which may have a direct bearing on methods of chartering has been handed down by Judge W. A. Cant of the Federal Court in Duluth, Minn. Suit had been brought against the Kinsman Transit Company by D. T. Helm & Co., shipping agents, who claimed damages of \$14,811.94 resulting from losses alleged to have resulted from furnishing a vessel to a grain shipper to replace one chartered from the Kinsman Transit Company, and which was not delivered.

The charter which Helm & Co. received from the transit company called for four trips at stated periods during the autumn of 1922; and on the second trip the ship was delayed 19 days in being unloaded at Buffalo, and on the succeeding trip another 19 days. As a result, she was prevented from making the fourth trip and the Helm company was made to provide another ship, necessitating a loss on account of a higher freight rate.

The jury found that the plaintiffs exercised reasonable diligence and caused the cargo to be unloaded within a reasonable time under the circumstances existing at the time and after the arrival of the original vessel at Buffalo with her third cargo. The court, however, found that there was

no fault or neglect on the part of the owners of the vessel in procuring the unloading, and found for them, failure to make the fourth trip being due to delays for which it was not responsible.

Vessels in the past have protected themselves with demurrage provisions when they deemed a risk of delay in unloading existed, or provided specifically against liability of delay, as it has been understood that when a vessel makes an open charter it assumes the risk of delay. Thus, unless the present decision is reversed on appeal, a change in customs of handling such transactions may become necessary.

## OIL ENGINE INSTALLATIONS

Oil engines are always a possible source of fire, unless they are installed carefully. The type of installation illustrated in the accompanying

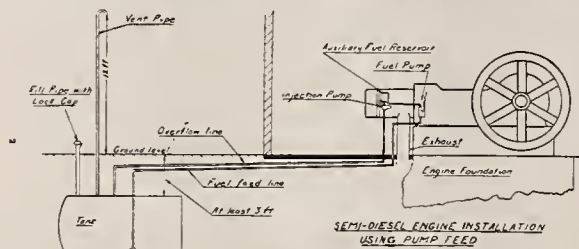
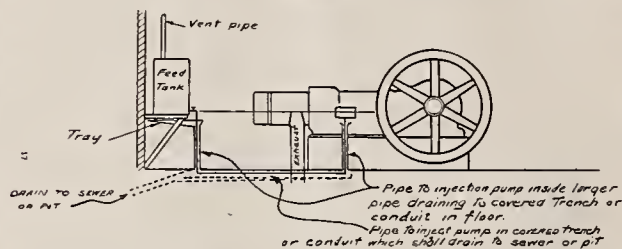


FIGURE 1



ARRANGEMENT FOR PROTECTION OF OIL FEED PIPING FOR FEED  
FIGURE 2

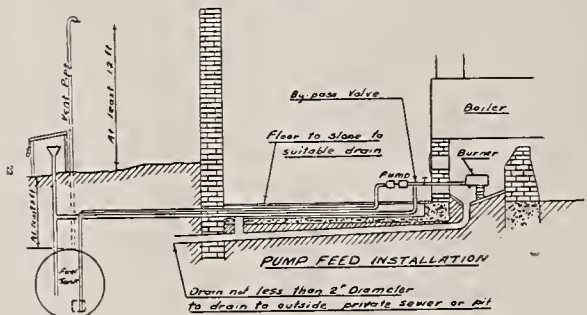


FIGURE 3

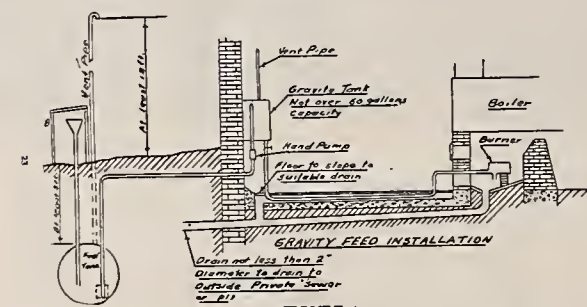


FIGURE 4

sketches, which are self explanatory, is as nearly fireproof as it is possible to make it, and has been approved by insurance underwriters.

## A NEW EARLY UTILITY CORN

A type of corn which is expected to fill a long felt want in a good yielding, early utility corn is being introduced to farmers in the Northwest this season. It has had several years of breeding and is being featured by the Farmer Seed & Nursery Company, Faribault, Minn., under the name "Gopher State Leader." The company describes the variety in its publicity matter as follows:

In Gopher State Leader, we have corn producing strong and well formed leafy stalks, 7 to 8½ feet high, according to soil conditions, thick at the base and well rooted. This insures resistance to drought, permits deep feeding, offers protection against storms, and helps it stand up long after maturing, without loss from lodging. The ears are 10 to 11 inches long, of uniform shape and type, being crowded with 12 to 14 straight rows of thick, wide, fairly deep, yellow kernels. On account of its thick kernels and vigorous sprouts, it endures unfavorable conditions much better than corn having thin, flaky kernels, and can be planted earlier than most corn.

Gopher State Leader is an early corn, maturing with Minnesota No. 13, large type, in 95 to 100 days. Its exceptional hardiness was shown last season, when it produced 90 bushels to the acre of well matured corn, on black loam soil that was slightly sandy. Other varieties did not produce half as much, under the same conditions. With its large and very leafy stalks, and good sized ears, this variety is also the very best ensilage corn.

Considerable is expected of the new type and plans are under way to try it out extensively.

## CANADIAN GRAIN TAKES THE CHEAP U. S. ROUTE

There has been a movement developing in certain quarters in Canada to prevent so large a quantity of Canadian grain exports being moved to tidewater through the United States, though many Canadians freely admit they cannot see possibilities of changing the situation under present conditions. It is estimated that Canadian grain pays a toll of about \$20,000,000 annually to American vessel owners, American ports and American transportation organizations. The American route gains some favor because of higher insurance rates on the St. Lawrence route and scarcity of tonnage. Since 1910 at least one-half of every bushel of Canadian wheat sent to the world's markets has passed through Duluth, Chicago or Buffalo gateways.

A prominent shipper is quoted as having recently said that one-sixteenth of a cent difference in the freight tariff would change the channels of world commerce in wheat and that no patriotic consideration could interrupt this operation of the law of trade. It is generally conceded among those who have studied the situation that there is not much that can be done to change it. They argue that despite the move of the Canadian government to subsidize a fleet of Atlantic vessels to keep down rates from Canada to Europe and the increasing popularity of the Hudson Bay route, the fact remains that the buyer of Canadian wheat determines the route it shall take in seeking tidewater. The consideration is invariably one of cost.

## CORRECTING ELEVATOR CHARGES AND FEES

BY E. W. FEIDLER, CHAIRMAN,  
Wisconsin Warehouse & Grain Commission

There is in the AMERICAN ELEVATOR & GRAIN TRADE's issue of May 15 an article regarding the "Elevator Regulation by the Exchanges," a part of which includes the charges at "regular" elevators, table of elevator inspection fees and charges made at elevators for weighing, in which practically all of the primary markets are included, and which shows these items at Duluth but does not include Superior. From this article it might easily be interpreted as being identical with Duluth, which it is not.

Our charges at "regular" elevators are identical with those of Duluth. The inspection fees, however, differ greatly. For the item: Railroad car to elevator, "in" inspection, our charge is 60 cents per car for all grain; elevator to railroad car, "out" inspection, 60 cents per car for all grain; vessel to elevator "in" inspection, 60 cents per thousand bushels for all grain; and elevator to vessel "out" inspection, 60 cents per 1,000 bushels for all grain. No extra charge is made for moisture test on any inspection. In conjunction with this, protein analysis when made in connection with inspection is \$1 per car for the combined service, or 75 cents per 25,000 bushel lots or fraction thereof on grain loaded into boats. Our weighing charges are \$1 per car in or out and \$1 per 1,000 bushels in or out.

We would thank you to make this correction in regard to fees charged at this terminal, which during the calendar year 1924 handled 101,000,000 bushels, and should consequently be entitled to some recognition.

IN BRIEFLY describing the newly constructed 14,000-bushel elevator of the Farmers Elevator & Exchange, at Ewing, Mo., in the May 15 issue, through error the name of the builder was omitted. The plant was erected by the R. M. Van Ness Construction Company of Omaha, Neb.



## Tennessee Elevator Extends Activities

### Seed Department of L. P. Cook at Memphis Tenn., Grows to Prosperous Proportions in a Brief Two Years

THE seed department of L. P. Cook, wholesale feed and grain dealer at Memphis, Tenn., was itself only a seed two years ago. It was planted unceremoniously in a small, rented building, but as the months passed by, there was little question but that the department, as a seed, was making good. It grew soundly, but rapidly, and it was very quickly evident that larger quarters would be needed, so the warehouse shown in the photograph, was begun last December and finished in 60 days. Here the seed department is now established and prospering.

The warehouse has a ground measurement of 130 by 170 feet, and those generous proportions allow for ample bin facilities. Above the center of the warehouse, there are four bins, each with a capacity of about 100,000 pounds. There is an elevator leg outside and a conveyor across the top of the bin, while under the bins is a seed cleaner with a capacity of about a carload per hour. Another elevator leg runs back to the other end of the conveyor from the cleaner.

J. B. Patton, manager of the seed department, has a job on his hands that is not only big, but growing. The business is principally in staple items such as seed corn, Sudan, sorghum, stock peas, and beans; supplying a good quality of these seeds in wholesale quantities to the merchant customers, is a work requiring careful direction. Demand for various stocks must be anticipated, and there is no machinery that can be bought which will replace, or even help a manager with this and other similar problems, but the seed end of the business is in a good, profitable condition with Mr. Patton running it. One Memphis man declares that a large part of L. P. Cook's success is his ability to pick good men for his organization.

Good shipping facilities are also noticeable in L. P. Cook's seed department, which is, of course, served by the same rails as is the grain elevator part of the business. The Louisville and Nashville line and the Illinois Central Railroad are available for receiving and shipping purposes. Trucks are also used for shorter hauls. The elevator, located at Scott Ave., and the Belt Line naturally has more direct access to the rails than the wholesale warehouse at 1050 Texas St., but this building also has a private siding to its sheltered loading platform, so the transportation problem for the seed department, is well taken care of.

Every bag of seed shipped from the L. P. Cook warehouse has been recleaned, graded, tested, and

tommer—shipments that will prove up well in the field. But no broad and misleading general guarantee is used as a selling lever by Mr. Cook. On the other hand, this full and honest statement is impressed in one way or another on every Cook customer at the time the buying transaction is made:

"I give no warranty, express or implied, as to description, quality, production, or any other matter of any seeds I send out, and I will not be in any way responsible for the crop. If the purchaser does not accept the seeds on these terms, he must notify me at once and I will give instructions for disposition for same.—L. P. Cook." Fair dealing, and good seeds are boosting the business of this company year in and year out.

The seed warehouse and the Cook elevator are two of the largest plants in the South, with a combined capacity of 200 carloads. In the concrete tanks and headhouse of cribbed type of construction, there is a grain holding capacity of 120,000 bushels. Grain can be taken in at the rate of 20,000 bushels per 10 hours, and discharged, or loaded at a speed of 50,000 bushels per 10 hours. In a year's time, about 1,500,000 bushels of grain are handled.

Electricity is used for both power and lighting in the Cook elevator. Nine motors developing 150 horsepower are in use, with belt drives turning from them. Two belt conveyors, one in the tower and one in the basement are installed. Those conveyors are approximately 200 feet in length, and 36 inches wide. Weller unloading machinery is in operation. Oats and corn are the principal grains received on the elevator's two hopper scales. Care has been taken to locate fire extinguishers and fire buckets at strategic points throughout the elevator and the warehouse.

When commenting on L. P. Cook's exclusively wholesale business in seeds and feeds, mention must be made of Ole Miss. Little Ole Miss is some girl, and for the benefit of those who have not seen her picture, it can here be explained that she is a bright looking little hen, rigged up in a sunbonnet and a pair of "specs," who has served as a trademark for Cook's feeds and seeds now for some time. With her "specs," it is reported, she is better able to keep a sharp lookout on the quality of the products.

"With our facilities," runs one paragraph on a Cook circular, "we can give you *better seeds at less cost* through economically handling a large volume." That the company is persuading buyers to this idea is evidenced by the good volume of orders con-

From the accompanying pictures, it can be seen that L. P. Cook is overlooking no opportunities offered by the good advertising space to be found on his large buildings. The sign on the warehouse, as well as the name and picture of Ole Miss on the elevator, are large enough to be effective, and correctly proportioned so as to be pleasing to the observer. Elevator managers who are now allowing



THE L. P. COOK ELEVATOR, MEMPHIS

good sign space to loaf on the job might do well to follow L. P. Cook's method of capitalizing the prominent display walls of his plant.

## CANADIAN RULE DECLARED INVALID

According to Sub-Section 7 of Section 95 of the Canada Grain Act, this sub-section of which was recently invalidated, annual stock inventory of averages in public terminal elevators must be taken, and all in excess of one-fourth of 1 per cent must be sold, the proceeds to go to the Grain Board. The Supreme Court of Canada holds this to be an infringement on provincial rights in a decision which will likely affect licensing and controlling functions of the Canadian Board of Grain Commissioners.

This case was brought to the high court on an appeal of the King versus the Eastern Terminal Elevator Company, Ltd. The resulting decision was concurred in by all the jurists participating, except the chief justice, and the sub-section was found to be unconstitutional.

## IMPROVING AUSTRALIAN SEED CORN

American strains of corn have been giving excellent results in Australia, and according to the *Queensland Agricultural Journal*, a scheme of seed corn improvement has been carried on for a number of years by the Department of Agriculture. This has involved some highly technical work and has been accomplished by co-operation with growers in various districts.

The average yield of the whole state for the 10-year period ending in 1922 was only 21 bushels an acre. On the other hand, individual farmers have obtained the following yield from improved varieties:

Improved Yellow Dent.....	117 bu. per acre
Reid's Yellow Dent.....	116 bu. per acre
Golden Beauty, 5-mos' corn.....	93 bu. per acre
Star Leaming, 4-mos' variety.....	80 bu. per acre
Funk's 90-day variety.....	69 bu. per acre

In an effort to maintain this improvement, enough pure seed will be grown each year to sow several thousand acres of corn.

COMMERCIAL ATTACHE Hodgson, Prague, reports that winter crop prospects in Czecho-Slovakia are satisfactory and spring sowings well advanced, with weather favorable.



WHOLESALE GRAIN AND SEED WAREHOUSE OF L. P. COOK, MEMPHIS, TENN.

tagged. The tag bears the actual test figures of germination, purity, and per cent of noxious weed seeds. It also states the locality in which the seed was grown. All of the seeds are bought direct from the producing sections, that is they are the genuine country run seeds; the actual source and growing conditions of each bulk shipment are carefully recorded. Every reasonable precaution is taken to insure a good quality seed going out to every cus-

tommer—shipments that will prove up well in the field. But no broad and misleading general guarantee is used as a selling lever by Mr. Cook. On the other hand, this full and honest statement is impressed in one way or another on every Cook customer at the time the buying transaction is made:





Published on the Fifteenth of Each Month  
BY

**Mitchell Brothers Publishing Co.**

OFFICE:

Manhattan Building, 431 South Dearborn St.  
CHICAGO, ILL.

A. J. MITCHELL.....Business Manager

Subscription Price - - - - \$1.00 per Year  
English and Foreign Subscription 1.75 " "

#### ADVERTISING.

This paper has a large circulation among the elevator men and grain dealers of the country, and is the best medium in the United States for reaching persons connected with this trade. Advertising rates made known upon application.

#### CORRESPONDENCE.

We solicit correspondence upon all topics of interest connected with the handling of grain or cognate subjects.

Official Paper of the Grain Dealers National Association and of the Illinois Grain Dealers Association

CHICAGO, ILL., JUNE 15, 1925

## SOUND SLEEP INSURANCE

THE late W. J. Fischer, of St. Louis, one of the best known insurance men in the country, whose office at the time of his death, had put well over \$50,000,000 worth of life insurance in force, often said that perhaps the greatest benefit a policy holder received was "peace of mind." It was this idea he taught and inspired his salesmen to sell. A man was better able, Mr. Fischer said, to effectively accomplish the tasks of the day, if he knew that the ever present hazards of his daily life were well covered. The man who consciously or unconsciously realizes that in the event of his death, his family is taken care of as well as can be planned for in advance, has a freedom from worry that is enviable.

The same idea holds good for almost any type of insurance. The elevator manager who locks up at night and goes home, knowing that the fire possibility of his plant is taken care of to the limit, can enjoy life a little more than one who is continually harassed by the thought of "no protection."

There is one kind of fire insurance that cannot be bought, however. That is carefulness. The manager who takes pains to keep the small, apparently insignificant risks in his elevator down to a minimum, is a sound sleeper and has the health of a sound sleeper. On the job he is wide awake; he watches those cigarettes, he has the office chimney kept clean and in good repair, he has the cob and dust house brushed out regularly, he keeps a weather eye out for hot bearings in the plant. Dead, dry, fire-inviting

grass near his building is unknown. Such a man has not only protection, a low rate on his policy, but has also the privilege of enjoying life.

Carry adequate protection, and be careful. Then you have "peace of mind" bought and paid for.

## THE ELEVATOR SCHOOL

ON JUNE 16, at Urbana, Ill., a five-day short course in elevator management will begin under the direction of the agricultural college of the state university. The course is open to officers and owners of country elevators, present and prospective elevator managers, and their assistants. Illinois is the fourth state to take up this kind of instruction, but the plan is still new and therefore practically untried.

The value of the course naturally depends on the instructors, and owing to the fact that the school will be in charge of Dr. C. L. Stewart insures competent direction. By "competent direction" we mean that the attitude of those in charge is reasonable, yet aggressive, and promises that the worth of this kind of state training will be demonstrated one way or the other. One of the chief purposes of the course is to find if there is a desire on the part of the grain trade to accept the offices of the university in its efforts to make the grain trade acquainted with the present evil practices of the trade, and to work for the elimination of such generally unsound practices as free grain storage, loose inspection, and high bidding, which is virtually price cutting in the elevator business.

Dr. Stewart and his associates, in training their guns on these problems, are trying to perform a real service to the grain trade. Illinois elevator men from all sections of the state should be represented at this school, so that they will have first hand information to back up their verdicts on the state elevator school proposition.

## CROP PROSPECTS POOR

EUROPE is under the same adverse weather conditions as prevail in this country, and although the bread grains came through the winter in better condition, the prospects are not as bright as they were a month ago. Still the need of Europe for imported grain will not be nearly as great as last year. This fact is of far less importance to us than it is to Canada and the Argentine. A large part of their total crops must find a market abroad. It looks as though we would have little to spare.

The June forecast by the Department of Agriculture, based on conditions of June 1, shows a little Winter wheat crop of 407,156,000 bushels, and Spring wheat 253,729,000 bushels, a total of only 660,885,000 bushels, the smallest prospect since 1917, and 212,000,000 bushels less than last year. As our carryover from old crop will be less than normal, we will have practically no wheat to export, particularly as some 30,000,000 bushels of Durum and a certain amount of

the lower grades will be exported in any case, simply because there is no market for them here.

The rye crop outlook is for 53,317,000 bushels, based on a condition of 78.6 per cent. Oats is on 79.6 per cent as to condition, and in spite of a large acreage promises only 1,295,000,000 bushels as against 1,542,000,000 last year. There is a prospect for 205,000,000 bushels of barley compared with 188,000,000 last year. Tame hay will only be 82,500,00 tons, compared with 98,000,000 last year and the figures for wild hay are 13,400,000 and 14,500,000 tons respectively. In the opinion of many shippers hay will make a poorer showing than Government predicts as the quality will be poor in many sections. There is little prospect of cheap grain and hay this year.

## THE GOODWILL ASSET

ON THE horizon of the average town, the grain elevator stands up head and shoulders above all the other buildings in the town. Driving into town, motorists see it as the first landmark. Children ask about it. The town is proud of it in proportion to its appearance, and according to the service it gives. It is a unique part of the community in that it is not one of the many obscure businesses of a town. A garage, a grocery store, or even an average factory, does not make the dent in the skyline, and the impression on the public mind which an elevator does.

With this conspicuousness, comes a responsibility which does not attach itself to the ordinary business. Good will must be built up for an elevator the same as for any prominent institution, and the ordinary elevator is many times more prominent than its manager suspects. There is no set recipe, naturally, for good will, but fair dealing with customers, the prime requisite, is often profitably supplemented by getting better acquainted with the newspaperman of the town, giving him news and views of the grain business that do it justice. That is what a newspaper man lives on, news and opinion. He will be glad to get them. Then in the average town a small space in the newspaper in which is placed a little copy that sounds as if an honest, progressive manager wrote it, forms a sort of letter to these very customers, townsmen, and farmers that are so frequently looking at, and thinking of the elevator.

## A BETTER UNDERSTANDING

THE United States Supreme Court has put the stamp of its approval on the gathering and dissemination of certain types of information by trade associations for their members. In effect, the court held that trade associations, combinations of persons or corporations, are not engaged in unlawful restraint of commerce when they openly and fairly gather and disseminate information as to the cost of their product, volume of production, actual prices involved in past transactions, stocks of merchandise on hand, and



EDITORIAL  
MENTION

the approximate cost of transportation from the principal points of shipment to the points of consumption; nor when they meet and discuss such information and statistics without reaching or attempting to reach any agreement with respect to prices, production, or the restraining of competition.

We judge that the important word in this decision is "past," printed in italics. To tell each other what you have sold goods for is legitimate; to suggest what you will sell for in the future puts the individual and association under suspicion of fixing prices.

At the recent meeting of the New York Feed Manufacturers Association, it was decided to send out to members regular information as to past prices on various grades of feed, and the volume produced. At the same time it was decided to attempt to ascertain an approximate cost basis for manufacturing. These statistics may prevent many manufacturers from selling feed below cost through ignorance, a practice which has put many of them on the rocks. It will not result in uniform or controlled prices, for there are too many varying factors in material used, processing and administrative policies to be considered. A feed company which buys to advantage, manufactures economically, and has volume distribution, can sell cheaper than a concern less fortunate. But it is the man who undersells a competitor to get business regardless of manufacturing cost who demoralizes the feed business and paves his own path to the poorhouse.

## DISSIPATING A BRITISH THREAT

THE Royal Commission of Food Prices in Great Britain, after examining witnesses over a period of several months, has reported that there is little evidence of excessive profits in the wholesale or retail trade in wheat, flour, or bread. Further, that wheat prices were not unfavorably influenced by speculation. Even the English Co-operative Wholesale Society testified to this effect.

The investigation in England disclosed the fact that, as in this country, the lesser politicians and demagogues and some well meaning, but ignorant people, were all for putting the Government in the grain and milling business as a means of decreasing the cost of bread. The experienced dealers, independent and co-operative alike, realized that Government operation means extravagance, ineptitude and graft, and that the cost of bread would rise to dizzy heights although the actual figures might be camouflaged by expert Government bookkeepers. The investigation was sweeping and thorough and ends for the present, at least, all fear of Government control of the grain trade in Great Britain.

Shipping grain by air is yet far off, but it is on the way. During the first stages of commercial air transport development, only very high value or emergency freight can afford to pay air rates, but as operation costs are reduced, more kinds of freight will be accepted for this service.

Figures show the Fourth of July is the biggest fire hazard day in the year. Extra care at both plant and home on that day is worth while.

As mixed feed advertising becomes of larger volume, the use of home mixed feed will decrease, but the advertising must be truthful if confidence is to be established for brand feeds.

There are free Government Department of Agriculture bulletins covering about every subject a farmer will ask a grain man about. Make use of the service, and have a file of these where your customers can see them.

Since July 1, 1924, American millers have paid duty on only 275,000 bushels of Canadian wheat, as against 14,270,000 bushels imported the year before under the old tariff rate. Only a little over 6,000,000 bushels of Canadian wheat has been milled in bond this year in this country.

At Hydro, Okla., two total fire losses recently occurred. One elevator burned from exposure, though the clearance from the elevator which caught fire first, was 80 feet. The exposure hazard is liable to be discounted too much. Only one who has seen a burning elevator can appreciate how small a jump 50 or 100 feet is for a real fire.

A map of any one of several midwestern states, showing the location of recent elevator fires caused by sparks, brings out clearly that certain railroads are bad actors in regard to the spark hazard. Spark screens for locomotive stacks are inexpensive safeguards, and the position a railroad takes in allowing these safety devices to run into bad repair, is hard to defend.

The Supreme Court of Nebraska has held that grain consigned for storage cannot be used in securing advances by the storage company without the consent of the consignor. Violation of this ruling constitutes a breach of the bond. In other words you cannot use as collateral, property which belongs to some one else. This would hardly seem to need a Supreme Court ruling.

Grain shipping in river bottoms is not only dependent on channel improvement but also upon the installation of automatic loading and unloading machinery in river ports. In post-Civil War days, money could not buy better loading service than stevedore-slinging-hoist system, and it was at that time, economy. Today, however, the need for up-to-date conveying devices is imperative.

In 1924 there were more elevator and mill fires than in 1923, but less than in 1921, the years of greatest depression in the trade. In 1921 there were 339 elevator and mill fires reported by the mutual insurance companies. In 1922 there were 346; 1923, 314;

and 1924, 330. The four principal causes of fire are: Railroad hazard, 12.7 per cent of all fires; lightning, 11.6; hot boxes, 10.4; Elevator head and boot, 9.1. It is well to bear in mind these most common causes of fire and then there will be greater care and added protection given to the danger points.

In May on the Chicago Board of Trade, future trades in wheat aggregated 1,347,285,000 bushels; corn 477,479,000 bushels, oats 138,333,000 bushels, and rye 41,754,000 bushels. The total quantities of grain delivered on May contracts were: Wheat, 7,532,000 bushels; corn, 6,352,000; oats 6,568,000; rye, 6,582,000. About 90 per cent of the actual wheat delivered was Northern Spring.

Secretary Jardine's expressed belief that any possible abuses in grain future trading should be and will be cured from within the boards of trade and not by Government or populist dicta, is in line with the courageous and efficient manner he has taken hold of his Department, suppressing the growing tendency toward bureaucracy, and getting better co-operation and a higher grade of service than any secretary has enjoyed for over 12 years.

There is nothing wrong in itself with a university giving a course in elevator management, any more than in its giving a course in banking, insurance, or journalism. Whether the course is worth the state's money spent on it depends on the training in both theory and practice which the teaching staff has had. If the professors are competent—well and good; if they are not, the course develops into an academic exercise with the participants indulging in the children's game of "playing store."

Next February, those interested in knowing what the final price of May wheat is to be, might give trial to the formula for that purpose issued by the Department of Agriculture. Using this formula, the Department a study of the period from 1896 to 1914 and this work showed up an average error of only 2.2 cents, omitting the error or 29.4 cents in 1898, the year of Leiter's corner. This seems to prove it fairly accurate—in spite of the fact that possible speculative activity is represented by no character in the formula.

The Porter Bill for waterway improvement, is unusual. It will be introduced in the House when Congress reconvenes and its passage there is thought to be assured. It is a new departure in waterways legislation in that it puts the development of rivers and harbors on a sound business basis. Improvements under the provisions of this bill, will be taken care of by money received from the sale of special Government bonds, and the cost, will thus be spread over a term of years and be actually paid out of the treasury at the time benefit and revenue (from grain shipping for instance) is being derived from the improvements.



GEO. P. WOODMAN  
Toledo

# NEWS OF THE TERMINAL MARKETS

R. L. EARLY  
Cincinnati

## REPORT OF J. W. T. DUVAL FOR MAY

The open interest in grain futures on the Chicago Board of Trade on May 29, the close of that month, aggregated 195,050,000 bushels compared with 136,849,000 bushels at the end of business May 31, 1924, according to the report of J. W. T. Duval, grain exchange supervisor. Open trades in wheat were 87,483,000 bushels; corn, 54,477,000 bushels; oats, 42,860,000 bushels; rye, 10,230,000 bushels; barley 19,505,000 bushels. For the same time last year open trades in wheat were 65,129,000 bushels; corn, 53,146,000 bushels; oats, 12,502,000 bushels; rye, 6,073,000 bushels.

Deliveries of cash grain, including redeliveries, were 26,034,000 bushels. Of wheat there were 7,532,000 bushels; corn, 6,332,000 bushels; oats, 5,568,000 bushels; rye, 6,582,000 bushels; The net actual grain delivered was: Wheat, 2,431,000 bushels; corn, 3,553,000 bushels; oats, 3,556,000 bushels, and rye, 4,647,000 bushels.

Sales of wheat futures in May aggregated 1,347,285,000 bushels; corn, 477,489,000 bushels; oats, 138,333,000 bushels; rye, 41,754,000 bushels, a total of all grains of 2,004,851,000 bushels. The aggregate trading of grains in all markets was 2,225,450,000 bushels showing that Chicago furnished the bulk of trading in grain futures for the month.

## OLD OFFICERS RE-ELECTED

All the old officers of the Oklahoma City Grain Exchange, Oklahoma City, Okla., were re-elected at the annual meeting held in May. Fritz Straughn, general manager in Oklahoma of the Grain Marketing Company is president of the exchange; J. J. Stinnett of the Stinnett Grain Company is vice-president and R. C. Sheldon, secretary.

The Board of Directors is composed of George C. C. Grogan of the Acme Milling Company; Frank Winters of the Winters Grain Company; W. F. McManus, Jesse Vandenburg and W. B. Stowers of the Stowers Grain Company.

## ELECTION IN NEW YORK

At the recent annual election on the New York Produce Exchange all the old officers were re-elected with the single exception of H. A. Schlafus of Power, Son & Co. who was chosen manager. Officers for next year are as follows: J. Barstow, president; B. H. Wunder, vice-president; Walter H. Pollock, treasurer. Managers elected for a term of two years are L. W. Forbell of L. W. Forbell & Co.; W. A. Johns of Swift & Co., Inc.; Wm. W. Storr of W. W. Storr & Co.; W. Noyes of J. H. Winchester & Co.; John E. Seaver of Dawson & Seaver; H. A. Schlafus of Power, Son & Co.; E. R. Carhart was elected trustee of the gratuity fund to serve for a period of three years.

## ROGER S. HURD HEADS BOARD OF TRADE

Roger S. Hurd, vice-president of the Red Star Milling Company, Wichita, Kan., was re-elected president of the Wichita Board of Trade at the annual meeting held in May. A vote of thanks was given Mr. Hurd by the members for the efficient manner in which he conducted the office last year.

I. H. Blood, president Blood Grain Company, was re-elected vice-president. The Board of Directors is composed of E. M. Kelly, president Imperial Flour Mills Corporation; E. F. Beyer of Beyer Grain Company; John Hays of John Hayes Grain Company; W. H. Smith of Stevens, Scott Grain

Company; L. H. Powell of Wichita Terminal Elevator Company; H. L. Chowning of Simons, Shields, Lonsdale Grain Company; C. A. Baldwin of Grain Marketing Company; J. A. Woodside of Woodside Grain Company.

At the first meeting of the Board of Directors L. E. Waltermire was reappointed secretary and Louis Avery, assistant.

## FRED A. RECORD

Enter the average business man into the breakfast room carrying his morning paper. He seats himself at the table, unfolds his napkin and props the paper before the coffee urn opened at the grain market and financial pages. That's what the average business man does of a morning unless he waits to read his paper on the train to the city. If his morning paper chanced to be the



FRED A. RECORD

*Chicago Daily Tribune* and the time anywhere between the years 1907 and 1917 he would be reading Fred A. Record's review of the previous day's grain market. Mr. Record was the commercial editor of the *Chicago Daily Tribune* during those years and has just left a similar position with the *Chicago Evening Post* to join the grain department of Wm. H. Colvin & Co., of 104 South La Salle Street, Chicago.

Mr. Record was born in Maysville, N. Y., in 1876, but spent his early youth in Forestville, N. Y., and graduated from the High School of that nearby city in 1896. He then went to Chicago and took a course in the Kent College of Law after which he returned to New York where he was admitted to the bar and qualified to practice law in the courts of that state.

In 1904 he removed again to Chicago and engaged in newspaper work which he has followed almost continuously since that time. He left the *Chicago Tribune* in 1917 to engage in the service of his country and was appointed manager of the Chicago office of the milling division of the United States Food administration under B. A. Eckhart, chairman. He served in this office until the milling division was later absorbed by the Grain Corporation. At this time he became the commer-

cial editor of the *Chicago Evening Post* and retained the position until he formed his new connection with Wm. H. Colvin & Co.

Mr. Record has had a very enviable career in newspaper work in Chicago and his long familiarity with grain affairs and conditions, both domestic and foreign, together with his long association with the country grain trade and leaders of the various terminal markets eminently fits him for his new work. He will have charge of the Colvin grain market letter and also act as general solicitor.

## MOVES INTO BOARD OF TRADE BUILDING

The removal of the Kansas Grain Inspection Department from its former location at 223 W. 8th Street, Kansas City, Mo., into the new Board of Trade Building was effected on May 18.

Chief Inspector W. B. Dalton, formerly of Saint George, Kan., and a senator from the eighteenth Senatorial District of that state, took charge of the department on April 1. Mr. Dalton saw the need for a more convenient location for his bureau and at once made arrangements for the lease of the rooms now occupied in the Board of Trade, where he moved, together with his first assistant, F. M. Fink, and the office staff, the section occupying rooms 618 to 630.

Although the arrangement of the rooms has not been completed, it is obviously a very convenient and efficient office. Three of the rooms have been set apart for the use of the chief inspector, the assistant chief inspector and the general offices of the bureau. The general office is a spacious one, and all rooms in the new location are light and airy.

Adjacent to the general office are the filing room, the sampling room and the moisture testing room.

The sampling room is being well equipped, with several large tables arranged in the most convenient locations, and is nearly ready for business. The moisture testing room is still in the course of construction, insofar as concerns the installation of the numerous testers.

Perhaps the most novel feature which has been incorporated in the new quarters is that of the unusually complete and efficient filing room. This room leads off of the general office and includes several double rows of compact filing cabinets, which hold all the records of the bureau. There are special cabinets for office stationery, blank forms and printed notices such as are sent out to the several district offices of the bureau at various times. The files are so arranged that a certain weight, or a protein test figure, determined at any time within the past five years, may be withdrawn from the file almost instantly at any time. Weight tickets and test record sheets are filed according to date of issue and are enclosed in small covered boxes, on which a cross-reference is also kept, the cabinets being constructed so as to fit exactly a certain number of these filing boxes.

The laboratory, proper, of the Kansas State Grain Inspection Department will remain at the old location, in a basement room on West Eighth Street for the present. The laboratory will, however, be moved to the roof of the Board of Trade Building at once when that location has been made ready for occupancy. The building on the roof, which is being constructed for the purpose of accommodating the laboratory is expected to



have been finished within the next fortnight. Mr. Dalton is confident he will be able to have the Kansas laboratory in operation at the new quarters by July, if present plans carry through.

The Kansas inspection department is, at the present time, probably the largest bureau of its kind in the entire country. There are now 12 subordinate offices in operation in connection with the Kansas City office of the Kansas bureau. The branch office which was formerly maintained at Dodge City, Kan., was closed by the department several months ago. However, that office will again be opened shortly, making a total of 13 district offices to be operated under the supervision of Mr. Dalton and Mr. Fink. The department expects to have the local organization functioning normally by the latter part of this month.

#### DETROIT ELECTS OFFICERS

An election was held on the Board of Trade of Detroit, Mich., in May for the purpose of electing officers to serve the board the coming year. Gerald Hulett was chosen as president; W. G. Lichtenberg, first vice-president; Armin Rickel, second vice-president. The new Board of Directors is composed of Frank T. Caghey, C. R. Huston, Theo. W. Swift, Fred W. Blinn, F. G. Emmons, A. S. Dumont, Ernest C. Stott, Chas. Nieland, Armin Rickel, C. M. Carran, Gerald Hulett, Theo. W. Swift.

The Committee of Appeals is as follows: A. S. Dumont, Theo. W. Swift, Chas. Nieland, Frank T. Caghey, Wm. R. Jossman, Robt. Henkel, C. R. Huston, H. E. Chatterton, Fred W. Blinn, C. M. Carran.

#### LIBERAL RECEIPTS OF CORN AND OATS

Receipts of corn and oats in this market from country points have been fairly liberal during the past two weeks and all the receipts are taken at good prices.

The local mills have been buying fresh shelled corn, also been good buyers of heavy test No. 2 White oats. Receipts of oats here have been mostly from Ohio and have been a very high test No. 2 White oats. Receipts are very light at the present time and very little in transit to Buffalo. There has been a good volume of business in No. 3 White oats, lake shipment, from Duluth during the past week, also been a fair amount of corn from Chicago, most of which has been a mixture of fresh shelled and kiln-dried corn. The eastern demand for corn and oats has only been fair.—*Mc Connell Grain Corporation, Buffalo, N. Y., Market letter of June 12.*

#### EXPECTS ACTIVE DEMAND

While seasonable dullness exists at present in the cash trade there is a greater volume of business being worked than has been the case at this season during the past couple of years.

It is expected that as soon as pastures begin to dry up in the feeding sections there will be a very active demand in grain and feed stuffs through this market.

The main reason for this improved demand is the fact that the eastern farmer is gradually getting into a better shape financially. This is largely due to better prices which he is receiving this year for his products, especially milk, which is bringing fully 50 per cent more than at this time a year ago, and if the dairy farmer can now feed on a profitable basis he will be in the market for feeding stuffs more frequently and for greater quantities than for several years past, when he has been lucky to break even.—*J. G. McKillen, Inc., Buffalo, N. Y. Market letter of June 12.*

#### DO NOT HOLD WHEAT

We are pleased to advise that latest report from our territory indicate considerable improvement in the past week or more in wheat, rye and corn. Oats are heading exceedingly short but seem to retain a very good color. We believe that conditions will be better than they heretofore promised. The harvest will be earlier than last

year which is always a good indication of better crop outturn.

We expect the early movement of good Soft wheat to sell at very good premiums but in view of the slow demand for old wheat at this time and no call for new wheat it is not likely that premiums will last long. We certainly would not care at this time to hold old wheat; think it advisable to move it before the harvest is under way.

We look for a steady market on oats but are of the opinion recent advances have about equalled the crop shortage. We believe corn is about worth what it is bringing, see very little prospect for much higher prices except for very unfavorable weather conditions later on. The enormous acreage and splendid start that the corn is getting will certainly bring an abundant yield with a fair chance from now on.—*H. E. Kinney Grain Company, Indianapolis, Ind. Market letter of June 12.*

#### FRANK L. WATKINS MOVES TO MANSFIELD

Frank L. Watkins, who has been manager for the past five years of the Cincinnati office of the Cleveland Grain & Milling Company of Cleveland, Ohio, has moved to Mansfield, Ohio, where he has assumed the management of the large trans-



FRANK L. WATKINS

fer and cleaning elevator at that point. This elevator was lately taken over by the Cleveland Grain & Milling Company from the Federal Grain & Milling Company of Lockport, N. Y. It was built about 1902 by Henry L. Goemann and has a capacity of 100,000 bushels of grain.

Mr. Watkins was one of the prominent grain men of the Cincinnati market. He was serving his second term as president of the Cincinnati Grain and Hay Exchange being re-elected to that office in January of this year. He also served two terms as treasurer of the Exchange and is well and favorably known throughout Ohio and the Central States.

#### ANTICIPATES BETTER DEMAND FOR OATS

There has been very light receipts on both corn and oats but the demand has been light also. Not very many oats offered from country points due to the fact that the growing crop does not appear to be in a favorable condition. A better demand is anticipated for oats from this time on as all other feeds are much higher now and pastures not so good.

There is a steady demand for the better grades of fresh shelled No. 3 and No. 2 Yellow corn and our market is in a good to fair condition with receipts moving out readily. Very little corn in storage here and trade depends upon daily re-

ceipts. The values are well in line with other markets.

Receipts of wheat are very light and mills in the territory here are on the lookout for No. 2 Red wheat. The growing crop in the wheat territory here, while given out several weeks ago as being in perfect condition is now considered to be very backward. This morning very heavy frosts were noted all through the country districts.—*Harper Grain Company, Pittsburgh, Pa. Market letter of June 12.*

#### ON A DOMESTIC BASIS

It is interesting to notice the action of the wheat market following the issuance of the May and June Government reports. Both reports were construed as bullish, each showing a decline in prospects. Nevertheless, December contract on May 9, following the issuance of the May report was 5½ cents lower than the previous day and on June 10, following the issuance of the June report, December contract declined three cents. This section is easy to understand. Large traders were aware of the declining prospects before the Government announced the fact. From April 30 to May 8 the price had advanced from \$1.35¾ to \$1.50; and from June 1 to June 9 the price advanced from \$1.60¾ to \$1.65. During this period close observers of conditions were accumulating holdings. These holdings were sold at a profit immediately after the issuance of the bullish Government report. Such selling pressure was greater than new buying, and as a consequence prices sagged in the face of such reports. It will be observed however, that the general trend of prices has been upward as prospects declined, the advance from May 1 to June 10 being about 10 cents.

Since June 1 Winter wheat prospects have declined still further, but they have been offset by greater relative improvement in Spring wheat. Canadian wheat is progressing favorably.

World situation at the moment indicates nearly the same supplies for the coming season as for the season ending July 1. But the United States, instead of having 250,000,000 to export will be close to a domestic basis.—*Nat. C. Murray, statistician with Clement, Curtis & Co., Chicago, Ill. Market letter of June 12.*

#### IN CENTRAL ILLINOIS

Our wheat fields today look like they would be ready to harvest the last week in June instead of the usual first week in July; of course, its still problematical just what the yield will be, but the best judges believe that the frost of May 25 has not shown its full effects yet and that heads that now look green will later turn brown and shriveled for lack of any further sustenance getting by the second joint that was frozen in so many instances. Our guess is that an average yield of 10 bushels per acre in this vicinity would be a liberal estimate.

A more cheerful story may be told of the growing corn crop. The soil generally was worked into a firm seed bed, the plants which froze down to the ground are now coming again nicely, mostly without replanting. Much of the corn acreage was cultivated during past week and now presents a pleasing appearance and generally free from weeds.

Early oats have headed out six to 10 inches high and will not yield much. We have already seen cattle turned in to graze on a few fields. The later sown oats are struggling along trying to make a crop and might make a fair yield only if moisture arrives promptly. Nature goes through all the preliminaries of wind, thunder and lightning occasionally but is mighty stingy in delivering any moisture here, but on the other hand hot, dry winds have parched most all grasses except the Sweet Clover along the roadside, which still shows green and pretty.

Owing to uncertainty of the final outcome from growing crops, the farmer has pretty generally decided to hang onto his reserve stocks of grain for the present, which makes the grain handling



business a slow affair just now.—H. I. Baldwin & Co., Decatur, Ill. Market letter of late date.

### TERMINAL NOTES

Henry A. Lederer of the grain firm of Lederer Bros. of Baltimore, Md., returned home late in May from a trip around the world.

Fred Uhlman of the Uhlman Grain Company of Chicago, Ill., and Kansas City, Mo., returned to Chicago June 11 from a three month's trip abroad.

Pyncheon & Co., grain and stock firm of New York and branches, have opened an office at Atlanta, Ga., under the management of Comer Howell.

W. W. Young will be the general manager of the newly formed Kansas Co-operative Grain Company, a subsidiary of the Kansas Wheat Growers Association.

E. C. Dreyer of the Dreyer Commission Company of St. Louis, Mo., sailed from New York with Mrs. Dreyer early in June on a three month's trip to Europe.

The branch office at Seattle, Wash., of Logan & Bryan of Chicago, was moved on June 1 to new and larger quarters in the Dexter Horton Building at 701 Third Avenue.

The Boston Grain & Flour exchange of Boston, Mass., has filled its limited membership of 200 active members and has opened a list for associate membership, limited to 100.

Allen Logan, president of the Logan Bros. Grain Company of Kansas City, Mo., returned early in June from a six weeks' European trip in which he visited England, France and Belgium.

C. S. Kenney was recently made vice-president of John Wade & Sons of Memphis, Tenn. He will fill this office in addition to that of general manager which he has held for some time.

B. V. Wasser and Martin Hayes have joined J. C. Moats & Co. with offices in the Corby Building, St. Joseph, Mo. The company operates the wire of Jackson Bros. & Co. of Chicago.

The Bronson-Hoffman Grain Company is a new grain firm to start in business at Salina, Kan. The two members of the firm are Ted Bronson of Salina, and R. Hoffman of Enterprise.

The American Grain & Hay Company of Memphis, Tenn., has been incorporated with a capital stock of \$50,000 by R. W. Archer, Wilson H. Moore, James A. Matthews, S. E. Rison and F. H. Gaylor.

Ben H. Williamson, Jr., has sold his controlling interest in the grain and feed firm of Ben H. Williamson & Co. of Memphis, Tenn., to M. G. Odenreal, well known broker in the Memphis market.

E. L. Rickel of the Rickel Grain Company, Salina, Kan., has joined the Wichita Board of Trade, Wichita, Kan., and opened an office on the Wichita market under the management of Price Feuquay.

Walter M. Browne, operating a grain brokerage business as Walter M. Browne & Co. at Memphis, Tenn., recently took over the Valley Brokerage Company which he purchased from E. W. Sommers.

The Ayres Grain & Commission Company of Fort Worth, Texas, has been recently incorporated with a capital stock of \$10,000. The incorporators are R. C. Ayres, Harry Johnson and J. E. Durrell.

F. W. Hipple has liquidated the Hipple Grain Company of Kansas City, Mo., and sold his membership in the Kansas City Board of Trade to Edmund M. Marshall of the Marshall Commission Company.

Thomas B. Armstrong, a former member of the Kansas City board of trade and connected with the Denton-Hart Grain Company is now a grain inspector in the Kansas City Grain Inspection Department.

The St. Anthony Elevator Company of Minneapolis, Minn., filed a petition recently for voluntary dissolution with the clerk of the Hennepin County district court. The company was incorporated in 1886. The petition calls for dissolution of the corporation and the sale of the com-

pany's real and personal property to the Central Elevator Company of Minneapolis, and was adopted by stockholders last September. There are 4,985 shares of stock, each with a par value of \$100, and there are more than 80 stockholders.

Ferdinand A. Meyer and his son Ferdinand, who discontinued business at Baltimore, Md., as the Baltimore Grain Company, are now members of the firm of Yeaton & Co., coal and ice dealers of Baltimore.

C. L. Fontaine, president of the General Commission Company of Kansas City, Mo., returned home early in June from a month's trip in which he visited the principal cities of the Pacific Coast and the northwest.

The Nicholls Grain & Milling Company of Los Angeles, Calif., has opened a branch office at Oakland, Calif., with the view of handling considerable northern California wheat and other products this year.

O. Wagner, Jr., who has been connected for a number of years past with K. & E. Neumond Company at St. Louis, Mo., has been appointed assistant manager of the grain and feed department of Anheuser-Busch, Inc.

The Overland Grain Company of St. Louis, Mo., will move their offices on July 1 from the Federal Reserve Bank Building to rooms 505-506 Merchants Exchange Building. Paul W. Pritchard is manager of the company.

Clarke Fagg, identified with the grain trade of Milwaukee, Wis., for a number of years, recently purchased the estate of William Stork Smith on Pine Lake, Waukesha County, Wis., one of the show places of that section.

The J. B. Hill Grain Company of Fresno, Calif., recently opened an office in Los Angeles in charge of C. B. Holloway, formerly of Smith & Scott, Inc. The office will specialize in handling grain and hay, both import and export.

The Mississippi Valley Grain Company has succeeded the Mississippi Elevator Company at Memphis, Tenn. The incorporators of the new firm are John M. Trenholm, Ceylon B. Frazer, George J. Coleman, W. L. Owen and Walter Chandler.

The McCord-Logan Grain Company of Kansas City, Mo., has been dissolved. C. F. McCord, manager of the company has become assistant manager of the Kansas City office of Lamson Bros. & Co. of Chicago, of which B. L. Hargis is manager.

R. C. Jordan, formerly superintendent of the Illinois Central Railroad Elevator at Stuyvesant Docks, New Orleans, La., has been appointed general agent for export grain and flour for the Illinois Central Railroad Company with offices in Chicago.

The business of Otto R. Zimmerman, grain merchant of Minneapolis, Minn., was recently liquidated under the supervision of a creditors committee composed of P. B. Getchell, Roy Wagner and George W. Banning, members of the Chamber of Commerce.

N. M. Webster was elected president of the North Dakota Terminal Grain Exchange, Grand Forks, N. D., at an organization meeting of the incorporators held recently. P. A. Lee was elected vice-president and O. L. Spencer was chosen secretary-treasurer.

The grain firm of Adair-Hunter has been formed at Wichita, Kan., to conduct a general grain business. It is composed of E. H. Adair and Dewey F. Hunter who was formerly manager of the Wichita office of Goffe & Carkener, Inc., of Kansas City, Mo.

The Washburn-Mullin Grain Company was recently organized with offices at Ft. Worth, Texas, and Oklahoma City, Okla. The principals are J. J. Mullin who will have charge of the Ft. Worth office and E. V. Washburn who will conduct the office of Oklahoma City.

At the annual meeting of the Milwaukee Chamber of Commerce Clearing Association, Milwaukee, Wis., the following Board of Directors were elected: W. A. Hottensen, E. J. Phelan, A. L. Flanagan, H. H. Peterson, B. J. Aston, J. A. Campbell, Joseph Lers. The officers chosen by the directors are: F. J. Phelan, president; A. L. Flanagan, vice-president; Joseph Lers, secretary; W. A. Hottensen, treasurer; J. A. Campbell, assistant secretary.

Ralph Brissenden of Cape Gerardeau, Mo., was recently appointed chief clerk of the St. Louis Grain Inspection Department succeeding Edward G. Marsh, J. J. Gilmartin, who has been with the grain inspection department for many years, continues as chief deputy inspector.

In order to comply with the provisions of the Illinois laws, the Rosenbaum Bros. and the Armour Grain Company interests of the Grain Marketing Company have filed notice of the transfer of their elevators to operating companies. The Armour Grain Company has announced its elevator operating company as the Export Elevator Company and the Rosenbaum Bros. as the Standard Elevator Company.

## TRADE NOTES

Harry A. Wolf, vice-president of the Wolf Company of Chambersburg, Pa., spent a short time in May visiting leading western grain and milling centers.

The Polk, Genung, Polk Company of Fort Branch, Ind., has the contract of the Home Mill & Grain Company of Mount Vernon, Ind., for a new concrete elevator and work house. The elevator will be finished in time for the summer grain crop.

C. I. Rehnquist, advertising manager of the Webster Manufacturing Company of Chicago, Ill., was elected treasurer of the Engineering Advertisers Association of Chicago, at the annual meeting and dinner of that organization held June 8.

The M. A. Long Company of Baltimore, Md., was recently awarded the contract by the Highspire Flour Mills, Inc., of Highspire, Pa., for the construction of concrete wheat storage bins and work house. The approximate capacity will be 105,000 bushels and the estimated cost is around \$65,000.

The Ellis Drier Company of Chicago, Ill., and the Link Belt Company of Chicago, were among the firms making an exhibit of machinery at the Midwest Power Show held at the Milwaukee Auditorium, Milwaukee, Wis., May 18 to 20, and said to be one of the finest machinery exhibitions ever held in the West.

J. C. Bean, formerly of Decatur, Ill., is now connected with the Constant Twentieth Century Corporation of Bloomington, Ill., manufacturers of the XXth Century Flour Mill and mill and grain elevator equipment. He writes us that the outlook is for a banner year with the company, in the sales of mills and its lines of grain elevator machines.

The Webster Manufacturing Company of Chicago, Ill., announces the appointment of L. A. Scheck as manager of their Boston sales office with headquarters at 902 Oliver Building. The company has also opened a branch office at 811 Magee Building, Pittsburgh, Pa., in charge of E. E. Landahl who has been associated with the firm for 13 years. Mr. Landahl, with his vast background of experience will be glad to confer with prospective customers and plan on material handling problems.

DURING the last 10 months nearly \$473,000,000 worth of grain and grain products have been shipped out of this country. This represents a gain of \$257,000,000 when compared to the exports for the same period of the previous year.

FROM Harbin, Manchuria, comes a report that the Chinese administrator of the railway zone there has been requested by the Soviet Government to allow Manchurian wheat to enter Russia free of duty. It is said that the request was made in order to allow the Russian Government to make extensive cash purchases of wheat to relieve the millions who are threatened with starvation. Purchase will probably be conditional upon the remission of Chinese customs and other taxes.



## Needs of the Country Grain Business

Factors Which Count in Computing Costs and the Importance of the Human Element and Good Will

By V. E. BUTLER\*

THE needs of the country grain business are the needs of your individual community, because, by its very nature, it is a business of individual effort to meet the demands of a community. Communities being diversified in their products, and in the interest of their producers, the needs of one dealer, therefore, are not necessarily the needs of another dealer. The methods that make for success in one territory, could not necessarily be used in another, but right business principles are fundamentally the same and may be applied from Maine to California.

The local markets and the services performed in the marketing of farm products are of prime importance, in fact, are more important than any other activity in the country, and the same principles are involved in successful marketing as are used by the successful banker or the successful merchant. Therefore, it is the business policy that contributes to the making of a successful country grain business. My contact with the business in almost every grain growing state, is such that I have reached some definite conclusion as to the causes for success or failure in the business.

## ASSOCIATIONS STRENGTHEN BUSINESS

In the first place, I wish to say that the business is more stable in those states where strong grain dealers' organizations exist, both private and co-operative, because the effort of organization is always toward higher standards of business ethics, and high standards make for tolerance and fairness in considering the acts of competitors.

More country grain markets are destroyed from the business point of view, because of the lack of confidence and friendship between competitors, than from any other cause, and I find that at stations where competitors have reached the point of believing that each is honest in his dealings with the other, and with his customers, pleasant business relations are maintained and the business is more prosperous. If there is a feeling of confidence between you and your competitor and your customers, then you have supplied the greatest need of the present day grain trade at your station.

From experience and observation I say to you, discuss the needs of your local market with both your competitor and with your farmer customers; they may have a viewpoint of the question that has never occurred to you. A constant attitude of intolerance toward the other fellow's viewpoint, never helped any business man. Your community, your market and you dealers, will be far better off to work together in the spirit of friendliness and for the interest of all, than they will be if what you do in your market is inspired by jealousy or the spirit of opposition to competition. I believe the first need of the country grain business is to establish your business on the basis of confidence, so that you will have an intelligent understanding of the needs of your market, the possibilities of its development and the margins of profit necessary to maintain it.

Every elevator owner strives for and desires a profit. This is the essential reason for ownership. But ownership is no longer, if it ever was, a warrant for profit in itself, for profit must come from the public, and the public is only willing to pay for service. A country elevator is capitalized, constructed and operated not because any contract is made for a service, but because those responsible for the building of the plant believe they can furnish something which the customers will use in sufficient volume to give a profit. This condition does not prevent any other group from doing the same thing in the same, a different, a better or a worse way, even to over building.

The fact of the development of a grain business

is the first important condition under which the owner may expect to deserve a profit. He undertakes definitely and without urge to do what will deserve a profit from the public against all fair competition. To do this, he must keep himself informed of all those things which have to do with the better rendering of a service. The more completely he does this, the more will he deserve and obtain a profit.

## MARGIN OF PROFIT AND COSTS

The margin of profit is perhaps the least understood important need of business. We all try to obtain a profit—some in the process of buying products and others through speculating after they have bought; but I have noticed that the men who stay in business the longest are those who obtain an adequate margin at all times and under all conditions. The old theory that grain can be handled at a certain margin per bushel, regardless of price, does not hold good in these times of high price and wide fluctuations. Those who have made a study of fluctuating prices since the war period, make the statement that fluctuations have been wider in one year in many commodities than those that took place in 10 years prior to the war period. The risk assumed in marketing wheat has increased many times over what it used to be when it was sold entirely by grade and weight. There has been injected into marketing the question of protein content. This may create a very wide difference in price, depending upon the time of year that the wheat goes to market and the market selected to sell it in, as well as the year in which the crop is grown.

I recently visited a station that, in the territory just north produced wheat that will bring a premium of 10 cents to 12 cents while the territory southwest of it produced wheat that should be bought at a four cent discount under a protein test. At the station just west of it, wheat will sell at grade price to two cents over. Here you have a variation of 16 cents in the market price of the same grade of wheat from the same station which produces an equally wide variation in necessary margins. Protein content is a blind factor insofar as it can be determined by country grain buyers, therefore, the risk becomes much greater and the margins should be greater because of the great variations in the price in a given territory. We of Indiana do not have this problem to contend with and we can agree with the Indiana poet, William Herschell, who wrote that beautiful poem, "Ain't God good to Indiana?"

Margins should be regulated by the cost of handling a bushel of grain and they will vary from time to time according to the volume of business and the prevailing price. Most elevators handle grain of different varieties with different weights per bushel, so the accurate method to be used to ascertain the bushel cost in my judgment, is on a tonnage basis, although the price at which grain is bought has a direct bearing upon several items of cost, such as interest on money used, insurance, shrinkage and the loss in grade. However, 75 per cent of the expense of operating the country elevator is fixed, and for that reason, I consider the tonnage basis more representative of cost than is the price basis.

For illustration, let us say we have an elevator handling 30,000 bushels of wheat, 20,000 bushels of corn, 20,000 bushels of oats and 20,000 bushels of barley, with an operating expense of \$5,000 per year. This gives you an average bushel cost of \$.055 but when figured to a tonnage or bushel basis for each kind of grain, we find that it is costing \$.067 per bushel for wheat, \$.062 per bushel for corn, \$.035 per bushel for oats and \$.053 per bushel for barley. This same volume of business figured on the price basis of \$1.25 for wheat, \$.75 for corn, \$.40 for oats, \$.60 for barley, produces a handling

charge for wheat of \$.086 per bushel, corn \$.052, oats \$.0225 per bushel and barley \$.041½ per bushel.

## NEED FOR UNIFORMITY IN FIGURING COSTS

You will see from these variations in cost that it is quite possible that much of the confusion in the discussion of what it costs to handle a bushel of grain, arises from a different basis used for the figures, and you will also see from these figures that it is not safe to use the average handling charge as a basis for fixing margins. It must be admitted that the cost of handling grain is a question open for much discussion for there are many complications that enter into determining the correct cost, and I believe it impossible to find any two grain elevators that do business at an identical cost.

First there is a radical difference in production of the different kinds of grain, a difference in volume and the expense attached to the operating of the business. Some dealers handle sidelines and in some parts of the country the grain handled is a sideline of other business. Therefore, the cost basis for handling grain applies to individual plants and no set handling charge can be made to apply to the business as a whole. Some interesting studies have been made of the cost and profits of the grain business by Governmental agencies and others, but most of their findings involve theories of what should be considered expenses and profits, therefore, are more or less misleading insofar as the informative value to the public is concerned. The public conception of the business as a whole is that it is one of the large profits, while in fact, taken as a whole it is one of extremely small profits. A certified public accountant in the Northwest recently made a combined report of country elevators for the crop year of 1923-24 that handled grain and other commodities amounting to \$11,155,275 upon which there was a gross profit of \$384,805.20 equal to 3.45 per cent with a total operating cost of \$323,267.52 equal to 2.9 per cent, leaving a net profit of \$61,537.68 or a small fraction over ½ cent for each dollar's worth of business. On the average this small profit made a net earning of \$1,230.75 per house. It took 84 per cent of the gross profit to pay the operating expenses. In this list of elevators some made a profit as high as \$10,000 and \$12,000 net, while others made a loss of \$2,000, \$3,000 and \$4,000. Twenty-two of the elevators showed a loss and 28 showed a profit ranging from as small as \$139 up to \$12,000.

This condition in a business shows a need of a more comprehensive study of the practices in the business that contribute to expense and profit by each individual engaged in it. The weakness of this audit, in fact of all audits, lies in the fact that they do not take into consideration the question of shrinkage and loss of grades, but absorb this invisible loss in their dollar and cents account. If it takes an average of 84 per cent of the gross profits on grain to pay the expense of operation, then it is time that the trade as a whole seriously considers what is an adequate margin of profit for it stands to reason that a net profit of ½ cent on each dollar of transaction, is too close a margin to make the business stable or profitable. When two elevators located but a few miles apart handling practically the same volume of grain and side lines, will produce a loss for one of \$4,000 and a profit for another of \$9,500, it indicates a condition in business that requires the attention of the trade as a whole.

## HUMAN ELEMENT AS A FACTOR

The great factor in business is the human element, which is bound to create erratic results in business effort, but this factor can be controlled to a more or less degree through a systematic campaign of education. Therefore, I suggest that some standard method should be adopted for figuring the handling cost of grain in each state, and that every dealer should apply this method to determine his cost and report his findings to the secretary of his state association, for the purpose of arriving at the average cost for handling different kinds of grain in country elevators. The value of such procedure would be in the establishment of a sound, uniform basis for the trade to follow.

One of the important items in handling costs is

\*From an address by V. E. Butler before the Texas Grain Dealers Association, in Fort Worth, May 22 and the Oklahoma Grain Dealers Association, at Oklahoma City, May 19.



that of shrinkage in weight. Therefore, it should be your practice to get as many cut-offs as possible, in order that you may know what you are doing and what your shrinkage and loss in grades means to you in your handling cost.

If you have established friendly relations with your competitors and know what it costs you to do business, you can then devote your energies to further develop your business according to the needs of your territory. Your needs are the needs of your customers. Have you ever made such a study of your business or have you been satisfied to furnish a market for what the farmer has to sell and let it go at that?

The most successful grain dealers are those who are active in extending their services in such a manner that it brings profit to their customers as well as to themselves. Do you realize that the great leak in your business is caused by the waste of time in your yearly operations so that you are as badly handicapped because of this idle time as is the wheat farmer in his operations. The idle time around the country elevator constitutes the big percentage of the fixed charges for handling a bushel of grain and it is up to you to find a way to reduce these costs. I can't tell you what you can do, because I am not familiar with your individual territory, but I can tell you what dealers have been doing in other states. Over in Ohio, one dealer made a survey of his territory and found many things that his customers used that he could handle to advantage. Today, he has for sale 115 different articles used on the farm every day.

An Indiana dealer figured that his customers were working from the wrong end of their feeding problems, many of them were selling their grains and buying ground feeds at his warehouse which had been shipped in. He concluded to put in a feed grinding plant and grind the farmers' grain at a price per hundred pounds. He made a study of feeds and their value for certain purposes, and today, his grinding plant is making him a net profit of more than \$5,000 per year. He has not shipped a bushel of oats to market for more than three years.

An Illinois dealer has built up his big business for seeds and seed corn because he prepared himself to perform a valuable service by giving advice on crop rotations. Another dealer who thought out his problem of lost time in his business, was handling prepared feed, so he conceived the idea of sending his son to the mill from which he bought, in order that he might make a study of how best his customers could use them. Today, the boy travels his local territory taking orders for feeds and visiting from farm to farm, showing the farmer how he can more quickly fatten his hogs, make the cows give more and better milk, and the way to increase the egg production of the flock. He is revolutionizing farm activities and he and his customers are more prosperous.

A grain dealer in Kansas is an expert on soil analysis and is able to tell his customers the crops most suitable for their farm land. Production around his station is at the peak. These grain dealers have revolutionized the farming industry of their particular territory and all classes of business get the benefit.

I could go on and on with such cases but think you get the point I am trying to bring to you. No one cares how much money you make just so long as you perform a service in making it. I like the slogan of that wonderful organization of business men known as Rotarians, "He profits most who serves best," for it is true. You men in the grain business who co-operate with and serve your customers best, will profit the most.

## THE VALUE OF GOOD WILL

Goodwill: I said in the beginning that the business was one of individual effort and by the use of these illustrations, I have tried to show you what individual effort has done for some grain dealers in the way of making their business a success. If you men who are competitors will get together at your home and forget price and personal advantage and go to work to improve the business life in your community, you will find that the spirit

of co-operation will make dividends in money, as well as good-will.

Goodwill is the principal asset of any business, it will get you anything you desire, with or without money, that is within reason. It makes your property worth a premium over its physical value, it makes boosters of your customers, it makes pleasant business relations. Are those the things you need in your business? I realize that no business man can escape criticism, but he can reduce it to the minimum if he will analyze his business acts from a critic's standpoint.

Over in Ohio, there is a man who has been in the business 35 or 40 years. Recently I heard him say in public that when he complained to a competitor for turning a trick, he usually found that he was at fault some place and some practice of his own was the cause of the trouble. Therefore, I say, get the viewpoint of the other fellow and apply it to an understanding of your business methods. Get the viewpoint of the problems of the farmer and apply it to your dealings with him and you will find that a good-will, the biggest asset in business, will follow.

You may think I am outlining the ideal for operating a country grain business, but those of you who have accounting systems, such as should be kept, know that every question touched is reflected in your accounts. The need of an adequate accounting system is more important now than it ever was before, yet I find many dealers judge their success by the increase or decrease of their bank account at the end of each crop year. I am sure that if they had a complete check on their transactions, they would find many leaks in their business that could be stopped.

Some of the idle time could be used to advantage

in devising a simple, accurate system of accounts, that would tell you what the different departments of your business are returning on the money invested and your efforts to develop them. The business does not need a complicated system of accounting such as has been outlined by the Agricultural Department at Washington for the use of co-operative elevator companies, or the system recommended by many blank book selling agencies. Insofar as handling grain is concerned, you need to know the number of pounds of each kind and grade of grain received in your house, together with the cost. You need to know the number of pounds and the grade of grain shipped out and the net amount of money received for it. These accounts, with an accurate expense account, will give you a check on the business with regard to margins and net profit, and amounts of grain on hand at all times. Such accounts are well worth the time they take.

You need a simple form of sales and delivery records, a personal ledger for accounts with your customers and your bank, and if you operate more than one elevator, then you need reports every day that there are transactions at these various line stations.

Water will seek its level; it is so with people or business. Therefore, I say to you seek a higher business level by building your association into a bigger and stronger institution. Adopt a code of business ethics and live up to them, establish confidence with your competitors, co-operate in a broad way with your customers and other business institutions in your community, know the cost of handling your business by installing an accounting system that will give you that information, build up the spirit of goodwill, stop the leaks and you will be successful.

## War Wheat and the Farmers

### The U. S. Grain Administration Gives a Final Review of Its Operations During the War

**A** REPORT by Dr. Frank M. Surface, economist of the United States Grain Administration, reveals for the first time a chapter of war history which is of special interest to the American farmer, grain dealer and miller.

Because of the persistent misrepresentation that the price of wheat, determined by the committee appointed by President Wilson, was not in the best

in a gain of millions of dollars to American farmers.

The report states that, in the spring of 1917, the Allies, by bidding against each other, had forced the price of wheat from \$1.50 to over \$3 per bushel. In order to abolish this competition between themselves the Allied Governments, before we came into the war, had consolidated their purchasing of world wheat into one buying agency. Through the con-



interests of the farmer, members of that committee had requested that a full report should be issued on the subject.

A new item in war history is revealed by the fact that without the action of the American officials, the farmer would have received only about \$1.50 per bushel for his 1917 crop of wheat instead of the \$2.20 determined by this committee as a fair price. It is now shown that this action was taken solely to protect the American farmers and resulted

trol of world shipping and the blockade against the enemy, this agency was the sole buyer of export wheat.

The domestic price of wheat to the American farmer was fixed by the price which could be realized for the export surplus. As export buying was all in one hand, the operation of the law of supply and demand had been abolished and the price of wheat to the American farmer, therefore, would be determined by the price which this buy-



ing agency determined to pay. Price fixing for American wheat was thus already under way in foreign hands. Congress had provided a minimum price of only \$2 per bushel for the 1918 crop, and it had made no provision for the 1917 crop then being harvested.

The Allied Governments had fixed prices of wheat in their own countries at about \$1.80 per bushel, and in order to lay down American wheat to their people at this price, they considered that

that the minimum price of wheat was fixed by this committee at a higher relative level than the prices fixed by the Government for steel, copper and other commodities. It appears from the report that the maintenance of the minimum price was accompanied by a great many hitherto undisclosed difficulties. At one time the Food Administration Grain Corporation was compelled to invest nearly six hundred millions of dollars to maintain the price. Nearly four hundred million of this had to be borrowed from banks and elsewhere. It also appears that the price of wheat was maintained by the Government for a year after the armistice in order to enable the farmer to liquidate his war production. Dr. Surface also observes that the war action of the Government obviously had no responsibility for the great fall in the price of wheat which occurred two years after the armistice as a part of the general world-wide slump in the prices of all commodities.

Dr. Surface also clears up the misrepresentation that the price determined by the committee was a fixed or maximum price. He states that the result of the committee's decision was not only protection for the 1917 harvest but in reality was a revision upward of the Congressional minimum from \$2 to \$2.20 for 1918 wheat. In a foreword to this report, Mr. Hoover notes that the economic fact must not be neglected that any minimum price automatically tends to become the actual price during the period of surplus marketing in the fall, and that the subsequent reselling of the accumulated surplus at the same price automatically makes it the actual price during the period of distribution, but that nevertheless, the price, after these periods of support, rose above the minimum each year without restraint, except for a short period in the spring of 1918 when, after the farmer had disposed of his crop, measures were introduced to prevent profiteering in flour and bread.

Dr. Surface shows that by the elimination of war speculation the retail price of flour was reduced to the consumer from \$18 to \$13 a barrel while at the

January and compared with the final estimate for 1923-24 crop of 12,056,000 bushels. The rye crop is estimated at 1,456,611 against 1,378,000 bushels in the January forecast. The final estimate for the 1923-24 crop is 4,368,000 bushels.

## "JIM DUNN"

By HOOZUS

Jim Dunn, who runs the elevator at Sperry Sid-ing, says: "A darn funny thing happened t' me th' other day. I usely go int' town on Mondays t' do my bankin', an' I allus slip th' ol' shootin' iron in my pocket on them trips.

"Well, I'm a' drivin' home an' I sees a nice-dressed young feller a' walkin' ahead in th' road, so I stops an' gives him a lift.

"When I'm purty near home, I want t' see what time it is, an' my watch is a'missin'. I don't say ennything, but I jest yanks out th' ol' gun an' jams it int' that young feller's ribs, an' then I says t' him, I says: 'Hand over that watch!'

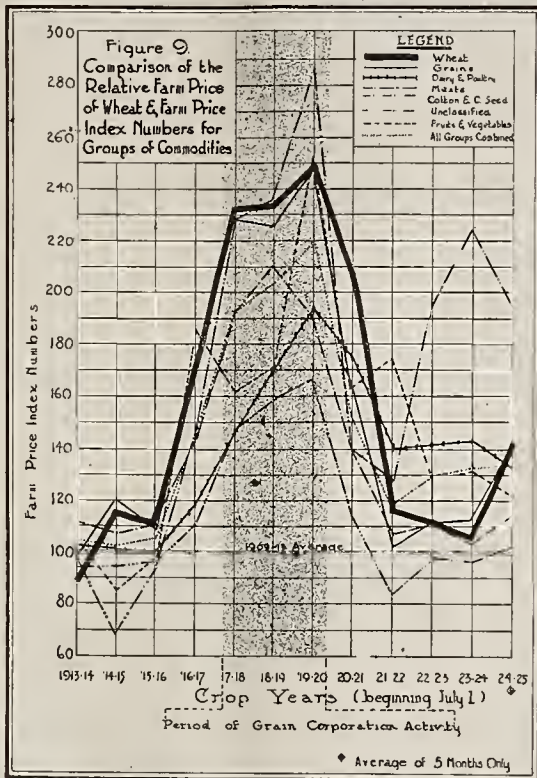
"Th' young feller hands it over quick enough, an' I slips it int' my pocket. I don't want t' be bothered with court proceedin's, so I stops the car at a crossroads an' I says t' him, I says: 'Now you beat it, an' beat it darn quick!', an' as he's a'gettin' out, I gives him a good kick in th' place where he'd been a'settin', an' when he hits th' ground I'm tellin' ya he did beat it.

"Well, when I gets back t' th' elevator, I goes int' th' office an' there's my watch a'settin' on th' desk where I'd left it when I changed my coat an' vest afore startin' t' town. I reckon I must o' been kinda nervous, when he handed me that watch, an' didn't notice it wasn't mine.

"Now I'm a'wonderin' how I'm ever goin' t' find that there young feller an' give him back his watch."

### LITTLE TIPS FROM "JIM DUNN"

Ya can't run a elevator on bankin' hours, but if ya keep right on th' job all th' time, mebbe later

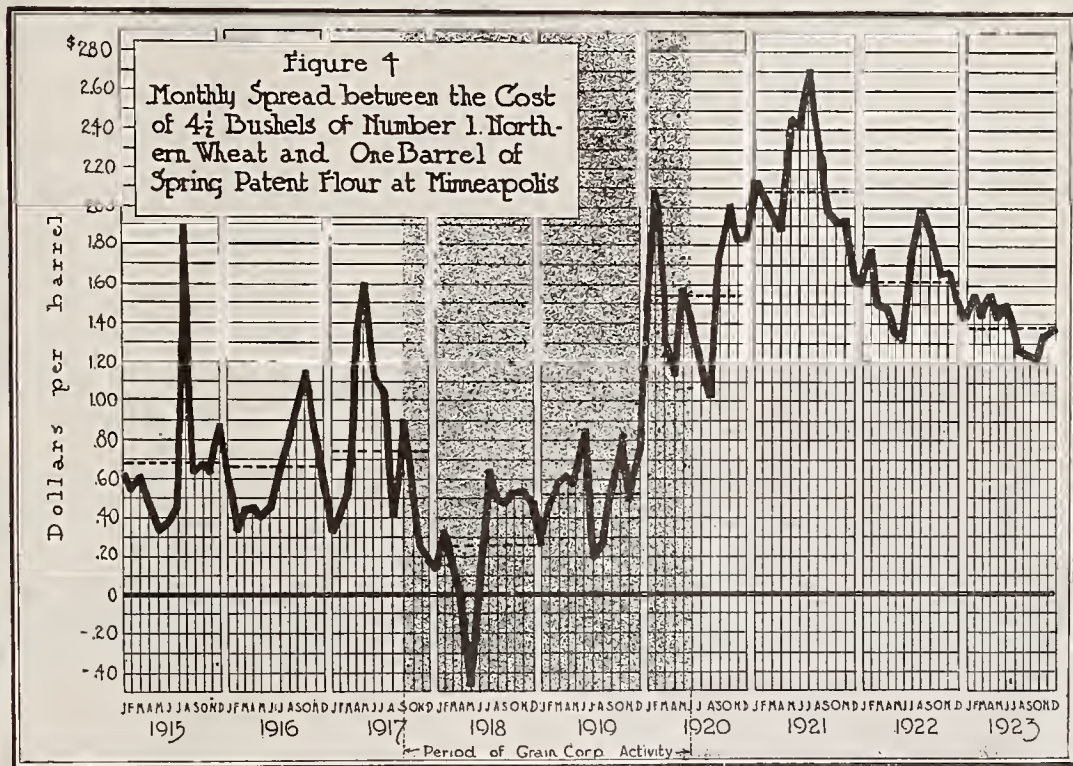


they should pay the American farmer about \$1.50 per bushel at Chicago for the 1917 crop. In support of this contention, their agents felt that any higher price to the American farmer would require an increase in the price of bread in the Allied countries; that the American farmer had realized only about \$1.30 per bushel for his previous year's wheat, despite the \$3 corner on the Chicago market which occurred after nearly 95 per cent of the wheat had left the farms. They also pointed out that they could purchase abundant supplies of wheat in Argentina and Australia at \$1.50 per bushel or less, and that the only reason they were prevented from availing themselves of such cheaper supplies from these more distant markets was because of the demand of the American Government for the use of their shipping for transporting our troops and supplies.

In the face of this situation, it was clear that unless action should be taken, the American farmer would receive \$1.50 per bushel for his wheat, and the price was already falling rapidly toward that level. To prevent this, Mr. Hoover took the matter up with President Wilson. "In order to do justice to the producers who have shown great patriotism in special effort to increase production," Mr. Hoover wrote the President in July, 1917, "it is absolutely vital that we shall protect the farmer from a slump in price this year due to glut or from the uncontrolled decisions of any one buyer."

Acting on this recommendation, President Wilson appointed an independent committee which comprised six farm representatives, two consumers' representatives, three economists and business men. This committee determined on \$2.20 at Chicago as a fair price and Mr. Surface, in his report, states that it is obvious, that had it not been for this decision by the committee, the American farmer would have received far less for his wheat than was the case. The report shows that Mr. Hoover, then Food Administrator, took no part in the committee's determinations, thus disposing of the myth that Mr. Hoover fixed the price.

With the advantage of the perspective which can now be gained, Dr. Surface has examined exhaustively the justice of the committee's award, showing statistically that the price realized for wheat during the period of Government marketing was higher than the relative prices of other farm produce where there was a free market, and also



same time the farmer received much more for his wheat than he ever did in the midst of the speculative period.

## ARGENTINE GRAIN CROPS

The estimate of the Argentine wheat crop is slightly below the previous estimate. The revised figure is now given as 191,139,000 bushels against 191,433,000 bushels reported in January, compared with the 1923-24 production of 247,036,000 bushels. The new estimates of oats, barley and rye are somewhat above the forecasts of January 19. The oats crop is placed at 53,462,000 bushels against the previous forecast of 50,981,000 bushels for 1924-25 and the final estimate for 1923-24 of 81,457,000 bushels. Barley production is now estimated at 6,981,000 bushels against 6,889,000 bushels forecast in

on ya'll have a chance t' get int' th' bankin' bizness.

Don't try t' run a elevator with cheap help. It's better for you t' pay a good man the difference than t' have a cheap man pay it out for ya.

It's all right t' watch th' markets an' keep posted, but th' main thing is t' watch th' driveway an' see that there's plenty o' customers a-passin' through it.

If ya don't believe in signs, jest paint a big one on your elevator an' then watch the miracle begin t' perform.

Crops have failed afore; but there's allus something—if ya get out an' hustle for it.

When a ship docks, they put out several side lines, an' all hands can sleep without worry during the night. If a elevator man will carry enough side-lines, his "overhead" won't be wakin' him up afore daylight.



## NEWS LETTERS

## MINNEAPOLIS

EDWIN O. WELDE CORRESPONDENT

UNUSUAL cold weather followed by extremely hot weather has had some effect probably on the small grain crops, but nothing serious, if there is enough moisture. Rains varying from showers to steady downpours have been experienced. Wheat prospects are about the same as last year, but good rains would improve the condition.

Nine northwest railroads have on file with the Minnesota State Railroad and Warehouse Commission a petition asking for an increase in the state rates on grain products. The Burlington, Milwaukee, Rock Island, Omaha, Great Northern, Soo, Northern Pacific, Northwestern and Minneapolis & St. Louis lines are the petitioners. Hundreds of thousands of dollars annually to shippers are involved in the application. On a 50-mile haul, the present rate on wheat in Minnesota is 8 cents, coarse grains 7 cents and flax 8½ cents. The proposed rate would increase wheat to 10½ cents, coarse grains to 9½ cents and flaxseed to 12½ cents. The present rate on a 300-mile haul of wheat is 16 cents, coarse grains 14½ cents and flaxseed 16 cents, while the new rates would bring the charge for wheat to 20 cents, coarse grains to 18 cents and flax to 23 cents.

August L. Searle, president of the Minneapolis Chamber of Commerce, has returned to Minneapolis after a six months' trip around the world, in which he visited all important ports of 10 foreign countries.

The O. T. Johnson Company, Inc., has been incorporated with a capital stock of \$25,000 by Otto T. Johnson, A. R. Briggs and H. C. Wyman to deal in grains wholesale and retail.

The annual convention of the Minnesota Wheat Growers Co-operative Marketing Association was recently conducted at Fergus Falls with delegates attending from all parts of the state. Reports show that the association now has a membership of 10,500 farmers, mostly in the Red River Valley. The management was instructed to make an intensive campaign for 15,000 members, and sign up 15,000,000 bushels of wheat of the 1925 crops.

The W. M. Bell Company of Milwaukee has purchased a membership in the Minneapolis Chamber of Commerce.

Robert Hannah, who has been with the McCaull-Dinsmore company, Minneapolis, is now with the Van Dusen-Harrington Company to represent them in South Dakota, and will make his home at Aberdeen.

## PHILADELPHIA

WM. A. LOCKYER CORRESPONDENT

THE grain trade here has been advised by representatives of the railroads entering the Port of Philadelphia that it is probable that the Interstate Commerce Commission will be asked to reopen the entire rail differential case as a result of the differences which have arisen over certain recommendations by the commission that steps be taken by the carriers to eliminate the one-half cent differential on grain from Buffalo that is destined for export through the ports of Baltimore and Philadelphia.

It was at a conference between members of the grain and transportation committees of the Commercial Exchange and spokesmen for the carriers that it was made known that there is the possibility of this same case being reopened.

The recommendations of the Commission regarding grain rates from Buffalo through Philadelphia and Baltimore were embodied in its decision dismissing the petition of Boston and New

England interests which sought an equalization of all freight rates with Philadelphia and Baltimore regardless of the longer haul involved to Boston. Denying such equalization, the Commission nevertheless remarked that it saw no reason why the ports of Philadelphia and Baltimore should continue to enjoy the one-half cent a bushel differential on grain from Buffalo and directed the railroads to readjust these rates.

Immediately such cities as Toledo, Cleveland, Fairport and other Great Lakes grain ports demanded that they be put on a parity with Buffalo, contending to the railroads that while the Commission's recommendation did not mention them by name, it nevertheless intended that the same principle as applied to Buffalo should also apply to them. The Commission's decision was handed down in February and about two weeks ago, a letter was addressed to the railroads to ascertain what steps had been taken to carry out its recommendations. Several conferences followed between the carriers and the various interests affected, with the result that it was virtually agreed to refer the entire case back to the Commission with the request that it act in the matter.

Grain exporters here point out that should this one-half cent differential be eliminated it would ruin the trade from here, inasmuch as all exports now moving through Philadelphia would go to Montreal, which already has a monopoly during the open season, instead of to Boston or New York. Montreal is already said to be greatly favored by the railroads and steamship lines, and final action in the matter is awaited with keen interest locally.

Exports of flour and grain through the Port of Philadelphia for the month of May, as reported by the Commercial Exchange, included, 10,152 barrels of flour; 3,066,839 bushels of wheat; 42,857 bushels of corn; 1,699,092 bushels of oats; 322,271 bushels of rye, and 362,982 bushels of barley. The receipts for the month aggregated 135,694 barrels of flour; 2,916,853 bushels of wheat; 20,319 bushels of corn; 1,867,154 bushels of oats; 287,045 bushels of rye, and 342,950 bushels of barley. Exports for the five month period aggregate 170,600 barrels of flour; 19,275,916 bushels of wheat; 42,857 bushels of corn; 2,017,290 bushels of oats; 1,236,940 bushels of rye; and 496,181 bushels of barley, an increase in every instance when compared with the shipments for the same period last year, except in the case of corn which shows a decrease of 647,046 bushels.

On June 1, last, there were stored in Philadelphia public warehouses 120,702 barrels of flour; 1,971,649 bushels of wheat; 140,702 bushels of corn; 390,090 bushels of oats; 43,529 bushels of rye, and 44,623 bushels of barley.

Recent inspections of the port of Philadelphia by traffic officials of the New York Central, Lehigh Valley, Delaware, Lackawanna & Western, and Jersey Central Systems were followed this week by inspection by officials of the Erie Railroad. These off-line carriers which serve Philadelphia through connection with the Reading Company have been brought to Philadelphia through the instrumentality of the Port of Philadelphia dinner given under the auspices of the Commercial Exchange last November, at which time the presidents of these lines assured the grain interests here that they were ready and willing to assist in building up the export and import business here as opportunity offered.

William H. Hobson, who for many years has been in charge of the hay department of L. F. Millers & Sons, grain and feed dealers, has gone into business for himself by taking over this branch of the Miller concern. Mr. Hobson is well known throughout the grain trade here as elsewhere throughout the country, and at the present time is serving as chairman of the Hay and Straw Committee of the Commercial Exchange.

Ellis McMullin, of the grain and feed firm bearing his name at 2111 N. American Street, this city, is recovering from a severe attack of pneumonia.

Emil P. Albrecht was re-elected president of the Philadelphia Bourse at the organization meeting of the Board of Directors held in May. Lincoln K. Passmore, a former grain operator as well as one time president of the Commercial Exchange, was elected first vice-president; Philip Godley, of the Godley Stores, warehousemen, was elected second vice-presi-

dent, and Miers Busch, vice-president of the Pennsylvania Salt Company, was named as third vice-president. Other officers elected included W. S. Appleton, treasurer and assistant secretary, and W. A. Lockyer, secretary.

A large delegation from the Philadelphia Flour Club, headed by Stewart Unkles, president, attended the June meeting of the Federated Flour Clubs held at Baltimore. Mr. Unkles is the local representative of the Hecker-Jones-Jewell Milling Company, and reported an excellent convention.

Charles Frazer, who has been engaged in the grain business at Richmond, Va.; for the past several years, is said to be again contemplating entering this market. He is a former Philadelphian and since retiring from business at the Virginia city, has been visiting the trade here.

Recent visitors on the floor of the Commercial Exchange in the Bourse included G. A. Weedon, of Kansas City, Mo.; E. O. Wright, of Menominee, Wis.; G. E. Tawney, of Chicago; R. W. Goodell, of Minneapolis; S. L. Rice, of Metamora, Ohio; G. C. Wheeler, of Washington, D. C.; G. R. Forrester, of Toledo, Ohio; J. N. Frankel, of Chicago; H. E. Tweeden, of Buffalo; E. A. Trexler, of Trexler, Pa.; J. G. Lewis, of Honeybrook, Pa.; E. O. Evans, of Alloway, N. J.; Paul A. Benner, of Bridgeville, Del.; J. W. Arthurs, of Kenton, Del.; W. E. Ashe, of Buffalo; K. F. Mahlstadt, Reading Pa.; Charles W. Bricks, of Crosswicks, N. J.; W. S. Houseman, of Wilmington, Del.; J. H. Hershey, of Florin, Pa.; R. M. McGoofus, of New York; Ralph Gregory, of Petersburg, Pa.; W. A. Nickels, of Shippenburg, Pa.; and A. M. Fleming, of New York.

## KANSAS CITY

B. S. BROWN CORRESPONDENT

THE estimates for this year's wheat crop in Kansas have been diminished by about 25,000,000 bushels within the past month, that is, the estimate at this time last month was that Kansas would produce about 110,000,000 bushels whereas, at this time, June 8, most of those in the "know" are inclined to place the estimate at, or below 85,000,000 bushels. This is credited with the tendency to hold prices up to the moderately high level maintained almost throughout the month, although there have been several small breaks of short duration. A small break was in evidence at the close, June 8, when it was reported that about 500 binders were in the fields in Sedgewick County, Kan., and that the harvest is on in earnest.

Oats have experienced slight breaks in futures during the past few days, probably due to the optimistic reports on this year's prospective crop. All phases of the grain and mill business have been reported rather quiet, with the exception of bran and shorts and a few other articles on the feed lines.

Frank M. Cole, manager of the Kansas City office of W. P. Tanner-Gross & Company, manager of the Radial Warehouse Company and president of the Kansas City Flour and Feed Club among other things, left this city during the first week in June for a two weeks' trip to Baltimore and other eastern points.

The Missouri State Grain Inspection Department is expecting to move its laboratory into the building now being constructed on the roof of the Board of Trade building sometime after July 1. The building is being put up for the accommodation of the laboratories of Kansas and Missouri and is being especially constructed with a view to its adaption for laboratory work only. It is to be divided into two sections, the Kansas department using one section and the Missouri bureau occupying the other. Although it is expected that the building will be ready for occupancy by the later part of this month, it is said that the Missouri inspectors will not be able to remove to its section at that time for the reason that its appropriation bill will not become effective until July 1, after which they will have to let the contract for the equipment to the laboratory. Thus, it is estimated that the major portion of the month of July will have elapsed before the Missouri laboratory is in normal



operation. The Missouri office has been located in the Board of Trade building for some little time.

The Chicago & Alton elevator project, which was designed by Horner & Wyatt, Kansas City consulting engineers, is well under way, according to Mr. Horner. Mr. Wyatt was in Chicago on June 8, when the contract was expected to be negotiated for the construction of the building. At that time the excavation for the building was finished and the piling was being driven.

The elevator is to have a headhouse, 42 feet by 63 feet, 200 feet in height, with a capacity of approximately 120,000 bushels, 36 storage tanks, 18 feet in diameter, and 22 interspace bins. The total capacity for storage will be about 1,020,000 bushels. There are to be four elevator legs of 10,000 to 12,000 bushels capacity each; three 2,000-bushel hopper-type scales, and six 36-inch belt conveyors.

The elevator is designed to receive to two legs from two tracks at an estimated rate of 80 cars per day, and to ship the same amount simultaneously, without interference with unloading.

The Chicago & Alton project will be finished and ready for use by late summer, it is said, for every precaution is being taken to contract only with a construction company which can guarantee early completion of the elevator. Thus, it is expected that at least some of this year's crop will be handled by this new plant.

A report from Topeka, Kan., recently stated that the Kansas Supreme Court had upheld the previous decision of another court stating that the Kansas Wheat Growers' Association is acting within its valid legal rights.

The case was brought in the Edwards County district court, originally, by Ed. Charlet, with decision for the growers' association. The case was later sent to the supreme court in an effort to have the decision of the Edwards County court reversed.

Justice Burch, who wrote the opinion of the State Supreme court, held, however, that the Kansas Wheat Growers' Association is not a combination in restraint of trade, and was not organized to create a monopoly.

The Central Seed Wheat Association, which made the final payments about the first of June to contributors to its loan fund for last year, is said to have made approximately 100 per cent profit for the contributors last year. The money was loaned principally by business men in Kansas City and Chicago, and was lent to farmers for the purpose of seed wheat, the Association to receive one-fifth of the crop in payment.

Approximately 600 farmers took advantage of the opportunity, and planted about 80,000 acres which would not otherwise have produced any wheat last year. In cases where this aid was given, it is said that the farmer had reached the limit of his credit and that banks were unable to finance him further.

The final payment consisted of a dividend of 10½ cents on every dollar used, which completed payment of a total of \$2.00½ for each dollar of contribution. The corporation, there being no further need of its existence after the profitable wheat season of last year, passed out of existence when the final payment was made to contributors.

## BUFFALO

ELMER M. HILL

CORRESPONDENT

EXCEPTIONALLY low rates at which Great Lakes tonnage has been offered in the grain trade have failed to bring out cargoes, with the result that the grain shipping industry which has been cruising dangerously near idleness during the last month, is expected to reach a crisis very shortly. Additional boats are being ordered to the docks and more will join the idle fleet before the end of the month. Conditions have grown worse in the last few weeks with no improvement in sight. Tonnage has been offered freely at low rates but shippers are not in the market for capacity. Many large boats have been waiting for cargoes at the Head of the Lakes for weeks. As low as 1½ cents is being paid for corn from Duluth to Buffalo and 1½ cents is being paid for wheat. A rate of 1½ on corn from Chicago to Buffalo has been paid, but a few small boats have been able to get 1½ cents for the trip. At this rate even the largest boats are unable to move profitably.

Stocks of grain at the Canadian Head of the Lakes are considerably heavier than they were last season at this time. Early this month elevators at Fort William and Port Arthur were holding 36,063,942 bushels, an increase of more than 15,000,000 bushels over a year ago.

Rules and rates governing the operation of the new state-owned grain elevator at Oswego have been fixed by Colonel Frederick Stuart Greene, superin-

tendent of public works, and Royal R. Fuller, commissioner of canals and waterways for New York State. The rates at Oswego for elevation and storage will be the same as those in effect at Gowanus Bay, Brooklyn, except 15 days free storage is allowed there. The regulations which are 20 in number, cover all phases of state operation and in brief are:

Charges for elevation including delivery to canal boats will be ½ cent per bushel, payment entitling grain to 10 days' free storage; charges beyond the 10-day free period will be 1/40 cent per bushel per day or fractional part thereof; charge for mixing grain in elevator, ¼ cent per bushel; charge for bagging grain, 1½ cent per bushel; charge for elevating or receiving grain into elevator including delivery to cars and 10-day free storage, 1 cent per bushel; for grain to be delivered from elevators to railroad cars after 10-days' free storage, 1/30 cent per bushel per day or part thereof; for hand or power shoveling, there is a charge of \$5 per 1,000 bushels to be collected from steamship line delivering grain to elevator; state shall have lien upon grain for all unpaid charges for handling or storage; in the operation of the elevator the state will assume no responsibility for any loss or damage which may come to the grain either by fire, loss of weight, or other damage by heating, all such responsibility shall be assumed by the owner of the grain; the state will not guarantee to preserve the identity of grain cargoes but reserves the right to merge the same with other grains similar lot or grade. Owners desiring the identity of grain cargoes preserved must make special arrangements with the assistant superintendent of the elevator. Grain that is unsound, badly cleaned or damaged by water, will be accepted by the elevator only by special arrangement or at the owners' sole risk. Upon payment of all cargo charges and surrender of original bill of lading, the elevator will issue warehouse receipts for grain stored. In the management of the elevator and in the operation conducted therein, the rules and customs of the New York Produce Exchange will be followed so far as they are found consistent with the laws of the state. Grain transported by railroad will not be received into the elevator without permission of the commissioner of canals and waterways and the matter of accepting

sion made an award of \$97,500 to the Urban company. This was set aside by the courts. A second commission awarded the company \$34,650 which also was contested by the city.

Royal K. Fuller, state commissioer of canals and waterways, after a conference with C. W. Austin, state superintendent of elevators and W. R. Sinks, engineer in charge of the elevator department of James A. Stewart & Co., announced that the new state-owned grain elevator at Oswego would not be turned over to the state department of public works for operating purposes until after the middle of June. Tests have been started at the new elevator to determine whether or not the new structure comes up to specifications.

Stocks of grain in store and afloat at the port of Buffalo for the week ending June 8 were as follows: in store, wheat, 5,555,052 of which 3,984,883 was American and 1,570,169 was Canadian; corn, 1,087,437 bushels, all American; oats, 1,815,730 of which 1,615,681 was American and 200,049 was Canadian; rye 1,842,904, all American. There was afloat 958,000 bushels of wheat, 139,000 bushels of corn, 608,000 bushels of oats and 5,000 bushels of barley.

## MILWAUKEE

C. O. SKINROOD - CORRESPONDENT

THE report on grain receipts at Milwaukee for the past month makes rather cheerful reading, largely because of the fact that it shows a gain in oats supply for May of about 500,000 bushels. The other gains in the grain trade for the past month are also of some importance, but not so large as those of oats.

The total receipts of the five leading grains at Milwaukee for May was 2,296,000 bushels in round



THE STATE BARGE CANAL ELEVATOR AT OSWEGO, N. Y.

grain will be based on conditions existing in the elevator.

The Ralston-Purina Mills Company has filed plans for the immediate erection of a new mill and warehouse at 126 Prenatt Street to cost upwards of \$250,000. The addition will adjoin its present properties in Buffalo. Work on the new mill and warehouse got under way some time ago.

Plans have been filed by the Frontier Elevator & Mill Company, for the immediate construction of a concrete grain elevator in the Blackwell Ship Canal off Michigan Avenue to cost approximately \$225,000 without equipment.

Compromise of litigation with the George P. Urban Milling Company of Buffalo over the change of grade of Urban Street at the New York Central crossing by the payment of \$7,000 by the city of Buffalo, has been recommended to the City Council. The litigation has extended over a period of several years. If the compromise is accepted, the New York Central will pay 55 per cent of the settlement. An appraisal commis-

sion as compared with receipts of 1,758,000 bushels for the same month of last year. The net gain in grain supply for the month was therefore a little better than 500,000 bushels.

By fortunate discovery of a fire at the J. M. Riebs Company plant, early, the blaze was quickly subdued with only nominal damage. A blaze was found at 9 o'clock at night in the cooling room. Quick work by the fire department saved thousands of bushels of grain and the large eight story plant of the company. The loss was estimated at only \$600.

The large supplies of grain which have been held this spring in the Milwaukee elevators are fast being moved out now. In the last few days the steamers *Lake Geneva*, *Bennington* and *John Gelin* have cleared for Montreal taking with them more than 343,000 bushels of oats. The large receipts of oats at Milwaukee in recent weeks has made a large surplus of this grain for shipment east.

The shipments of grain recently have had a decisive effect on the storage stocks of grain held here. One month ago the supplies were huge. At the close



of the month of May, the report showed only 129,000 bushels of wheat on hand, 145,000 bushels of corn, 305,000 bushels of oats, 62,000 bushels of barley and about 5,000 bushels of rye.

\* \* \*

Milwaukee grain men are keenly interested in crop reports these days, the receipts not being large enough at this season to arouse great inspiration. One decidedly favorable report came from Prof. R. A. Moore, the agronomist at the Wisconsin College of Agriculture who estimated that after one week of solid, hot weather, night and day, the corn crop of Wisconsin had improved to the extent of about 20,000,000 bushels.

Prof. Moore says that the corn crop of the state of Wisconsin should be at least 100,000,000 bushels as compared with a yield of approximately 80,000,000 bushels a year ago. He thinks that the heat has been splendid for all the crops of the state but most of all it has made the corn crop "hump along." He does not believe that there is any great suffering to crops on account of lack of rains, there being enough moisture in the soil to keep the corn crop looking good.

\* \* \*

The Winter wheat crop of the state is only fair. The oats, barley and Spring wheat are pretty well advanced. But to a large extent the stand is thin and short. However, these grains have a fine color and if the weather man supplies more soaking rains at the right time, it is still not too late to save these crops.

\* \* \*

Milwaukee stocks of flour at the opening of the present month were reported at 16,000 barrels as compared with 17,000 barrels in round numbers a month ago and 16,000 barrels for the same date a year ago. Two years ago the supply of flour for the corresponding date was 53,000 barrels as compared with 21,000 barrels three years ago and 12,000 barrels approximately four years ago.

\* \* \*

The master car builder of the Chicago, Milwaukee and St. Paul railroad at Milwaukee, C. G. Juneau, made an announcement of exceeding importance to the Milwaukee grain trade when he told the press that the company has embarked on the biggest car repairing scheme undertaken by the railway in more than five years. He stated that some 6,500 freight cars of the company will be rebuilt at a cost which will vary from \$5,000,000 to \$6,000,000. The rebuilding of each car, he adds, will cost about \$1,000. This will make the cars like new. The first order for supplies for this repair work was \$600,000 and much more material will be needed before the job is done.

Mr. Juneau declares that when the car rebuilding job is complete the Chicago, Milwaukee and St. Paul will have the best equipment for the grain trade and other lines in its entire history. He referred also to the 6,500 new cars ordered by the company at a cost of \$12,000,000. He said that these orders were distributed to many companies to give the company plenty of time to get the cars ready for the huge traffic movement expected in the Northwest early in the fall.

\* \* \*

The June rate of interest of the Milwaukee Chamber of Commerce has been fixed by the finance committee again at 6 per cent.

\* \* \*

The Board of Directors of the Chamber of Commerce at Milwaukee has decided to enter the Nickel Plate merger fight in favor of the combination of the several roads which are involved. The resolution adopted by the Board intimates that the question of the wisdom of the merger of the Chesapeake and Ohio, Hocking Valley, the Erie, the Pere-Marquette and the New York, Chicago and St. Louis railroads has been studied from the standpoint of its effect on the people and the industries of Milwaukee and it is believed that the benefits that will accrue from the plan to the users of railway transportation will amply justify the proposed consolidation.

\* \* \*

A new company has been formed to handle grain, flour and feed to be known as the Charles A. Keller Company. This firm will succeed in the business conducted as Charles A. Keller at 1720 Vliet Street. The incorporators of the new concern are Rose Keller, Christian T. Duecker and Otto F. Duecker.

\* \* \*

The Milwaukee Chamber Clearing House Association has chosen the following officers for the coming year: F. J. Phelan, president; A. L. Flanagan, vice-president; Joseph Lers, secretary; W. A. Hottensen, treasurer; J. A. Campbell, assistant secretary. The following will be directors: F. J. Phelan, W. A. Hottensen; A. L. Flanagan, H. H. Peterson, B. J. Aston, J. A. Campbell and Joseph Lers.

\* \* \*

Julius Karger, one of the old members of the Chamber of Commerce, is making an extended visit in Europe. He is visiting at present in Berlin, Germany.

A leading Milwaukee grain man declares that all the European talk of large crops in that continent is propaganda designed to keep down the price of grain. He pointed to the reports that Europe will have about 200,000,000 bushels more wheat and 200,000,000 bushels more rye than last year as typical of the systematic circulation of reports showing that

European grain crops would be very large, the motive merely being to hold down the market prices for grain.

The opinion also prevails that \$2 wheat is going to come back sooner this crop season than last year. It is believed here that the American wheat crop is going to be very light no matter what the trend of the weather may be for the rest of the growing season, so that high prices for grain are believed to be assured.

\* \* \*

Official reports show that there has been much winter killing of wheat in Wisconsin in the past winter. These figures indicate that 22 per cent of the acreage was lost, whereas the usual percentage of winter killing is 3 or 4. Only once in the past 13 years has there been such winter killing of wheat as in the past season.

\* \* \*

Alderman Cornelius Corcoran, president of the common council, who attended the last St. Lawrence deep waterway conference at Michigan City has come back with a most enthusiastic report on the possibilities of the project in the next few years. He reported to the city council of Milwaukee that in all probability the seaway would be an accomplished fact in six or seven years.

Mr. Corcoran estimates that the waterway will cost about \$250,000,000 and out of it will come vast waterpower resources from which the income will be so large that it will pay for the waterway within a short time. Mr. Corcoran cited the fact that in eight months more traffic goes through the Soo than in 12 months through the Suez and Panama canals combined. He believes that at the next session of congress the people will bring so much pressure to bear on their members that they will be forced to start the St. Lawrence deep waterway going.

\* \* \*

The common council of Milwaukee adopted a resolution asking congress to investigate the bankruptcy of the Chicago, Milwaukee and St. Paul railroad. President Corcoran of the common council cited the drop in the company's stock from \$218 to \$4 and that this indicated something faulty in the management. He also referred to the fact that none of the railroads in this district are making much money, profits of the Soo and the Northwestern lines both being small. The resolution to prove the road was adopted by an overwhelming vote.

\* \* \*

Grain men are always interested in the boats that come direct from the Atlantic to Milwaukee. The latest is the *Lake Geneva* which came here with 23,000 bags of sugar from New Jersey refineries and went out with 120,000 bushels of oats, to be sent to Montreal. The ship was built by the Government and was intended for a transport in the war, but was never used for that purpose.



**D**ECISION as to whether the Grain Marketing Company of Chicago will be permitted to sell \$1,000,000 of preferred stock in Indiana rests solely with the Indiana Securities Commission, according to an opinion submitted to Frederick E. Shortmeier, secretary of state by Arthur L. Gilliom, attorney general. The Securities Commission has refused to grant that permission.

In his opinion, Mr. Gilliom answered questions of law raised during the recent hearing of the Grain Marketing Company's petition before the Securities Commission. Granting the petition was fought by the Indiana Farm Bureau Federation. Mr. Gilliom answered questions separately and did not draw a general conclusion as to the legality of the entire matter. In answer to a question as to whether it is lawful for a foreign corporation having \$50,000,000 preferred stock and only \$1,000,000 common stock to sell preferred stock in Indiana, Mr. Gilliom said: "If from a consideration of all of the facts the registration and sales of the applicant corporation's preferred stock in this state would tend to defeat the underlying purpose for the public policy, which limits the amount of preferred stock, then sound discretion would require the rejection of the application. If, however, the facts would show that there are sufficient assets, however, derived, to serve as a proper foundation for the issuance of the said preferred stock in the said ratio, it would in my opinion be proper to make a practical application of the rule of comity and permit the registration and sale of said stock. Mr. Gilliom also declared that the Grain Marketing Company does not come under the regulation of the Public Service Commission and apparently does not come under the jurisdiction of the Illinois Public Utilities Regulation Law. He also stated that inasmuch as the Indiana Securities Law provides that a license already issued may be revoked if the holder violates the law of the state in which it does business, a license may be refused on the same grounds.

In the hearing on the petition the Farm Bureau Federation alleged that the Grain Marketing Company is violating certain laws of the state of Illinois. Stock sale was also opposed by the Federation on the grounds that the Commission heretofore has limited preferred stock to 200 per cent of the common stock.

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According to reports from the different parts of the state drought has been broken, and heavy rains in most parts have relieved the condition to some extent. However more rain can help considerable, especially the wheat and oats crop. The condition of the wheat and oats crops is serious. The winter was dry and very little rain in the spring, especially when the warm rains were needed; which gave the wheat crop a poor start and the continued drought added to the seriousness of things. The heavy frost and freeze on the night of May 24, caused a loss of not less than \$10,000,000 to the farmers of Indiana according to the Purdue University agricultural experiment station. Much corn had to be replanted and Benton County alone required 4,000 bushels of seed corn for the replanting. The condition prevailed generally throughout the central part of the state, while some of the southern and western counties escaped with small damage. The rye crop in bloom, or with grains forming has been seriously injured. Some wheat in the advanced stage was frozen. This is shown in both the heads and the joints of the stalk. The hay crop which was stunted by the cool weather and drought has been seriously damaged, and the prospects for any part of a fair crop look anything but promising.

Charles B. Riley, secretary of the Indiana Grain Dealers Association, reports the prospects for anything like a crop very poor. Good rains would help to fill out the heads of the wheat and it wouldn't be too late now if we only had some rain. Last year Indiana harvested a good crop but this year there will be a big shortage. The oats crop according to Mr. Riley is not entirely bad, and commencing to head out. Under the most favorable condition 60 per cent of the crop will be saved. Corn is not to be elated over, and while the ground was in excellent condition, in fact never better, we should have an excellent crop.

Edward Shepperd of the Cleveland Grain Company thinks there will be about 50 per cent of the wheat crop harvested. "We don't know how bad we are hurt," said Mr. Shepperd, "and won't know until after threshing time, and that will tell the tale." The yield will not only be light, but of a poor and inferior quality.

Bert Sloan, who is considered an expert on hay in this locality, remarked that Indiana's supply would come from Michigan this year, as the hay crop in Indiana was not to be considered. In fact, according to Mr. Sloan, who has studied the situation and made a careful survey of things, the Timothy is heading at six inches and the Clover is burnt up. The prospects are very poor, and while a good amount of old hay is still on hand, the farmers, being alarmed at the condition, refuse to sell.

\* \* \*

The Indiana Grain Dealers Association will hold its mid-summer meeting at Michigan City, Ind., on June 25 and 26. Secretary Charles B. Riley looks for a large attendance. There will be special entertainment features, which will be in charge of the Chamber of Commerce of the city who have made special arrangements for entertainment out of the ordinary. According to Secretary Riley a good time is promised all those who attend.

\* \* \*

On June 9 the Indiana Grain and Hay Club will entertain its members at a chicken dinner at Idlewild, a chicken dinner resort on White River north of Indianapolis, at which Brodehurst Elsey, the newly elected president of the Board of Trade, was the guest of honor. There was a golf contest, baseball, horse-shoe, and swimming. The members suspended business about three o'clock and drove to the resort in machines. Lester Rich, president of the club, arranged a good time for all members, and practically all grain dealers and employes are members of the club. Ed. Anderson is the treasurer and Glen Steinhart is the secretary.

\* \* \*

Owing to the shortage of pasture, a result of the existing drought, there is considerable activity in the millfeed business. If the drought continues much longer in some sections cattle will require roughage as well as a winter ration of feed, is the opinion of some of the experts at the various experimental stations. The shortage of milk from some of the dairy sections has reached a serious stage and no doubt will not improve under existing conditions.

\* \* \*

On June 4, the annual meeting of the Indianapolis Board of Trade was held and members were invited to attend and join in the annual dinner, which is always served on this occasion. The dinner was followed by the president's address and the usual annual reports, after which informal talks were made by the candidates. On Monday June 8, the annual election was held and a president, vice-president, treasurer and 11 members of the Governing Committee were elected. Brodehurst Elsey, secretary of the Indianapolis Glove Company, was elected president;



Linton A. Cox, attorney, was elected vice-president, and Tom Oddy, treasurer. Members of the Governing Committee were Edgar H. Evans, J. Martin Antrim, Elmer W. Stout, Horace E. Kinney, E. H. Darrach, Otto P. Deluse, Fred C. Dickson, Edward D. Evans, Dr. James F. Taylor, Charles E. Hall, and H. G. Berry. The Governing Board will meet in a few days and elect a secretary who will most likely be William H. Howard, who has served as secretary for 17 years.

Fire of unknown origin destroyed about 4,000 tons of straw at the Rockport plant of the United Paper Board Company on the night of June 1. The damage was estimated at \$40,000 which is covered by insurance.

## DULUTH

S. J. SCHULTE - CORRESPONDENT

TRADING in Spring wheat futures has been resumed on the Duluth market for the first time since the war. A broad market was afforded in Spring futures at Duluth prior to the time of governmental control during the war period, but as a result of the subsequent general unsettlement in marketing operations, it was found difficult to resume trading in them here. The Executive Committee of the Board, however, decided to make a start in that business again two weeks ago, as it was felt that conditions had steadied down sufficiently to ensure its success especially in view of the promise of a heavy Spring wheat crop next fall and the assurance of an active demand on this market by eastern milling interests. Trades in Spring wheat futures here on the opening day aggregated 647,000 bushels, and since then a substantial volume of trading has been shown on the tally sheets daily in lots running from 5,000 to 25,000 bushels. A real market in Spring wheat futures is regarded as assured here from now on in view of the liberal buying by eastern millers through their connections here. The Russell-Miller Milling Company has been a prominent buyer here since last fall through its subsidiary, the Occident Elevator Company. An increased proportion of next season's northwest crop is expected to be marketed here as a result. The momentum is thought certain to gain with eastern buyers showing a disposition to pay liberal premiums for good milling wheat.

Commission houses at Duluth have been gratified over the extent of the trading that has been developing in new crop Spring wheat and Durum futures. That is being accepted as evidence that farmers over the Northwest are disposed to market at least a portion of their new crops at the present range of quotations. It has been noted, however, that growers over the West are generally bullish and are at present disposed to hold their grain for higher prices on the supposition that the American market is likely to closely approach a domestic basis, taking a line upon the last Government and private crop estimates.

Only one change was recorded in Duluth Board of Trade memberships during the last month. W. G. Kellogg of the Delmar Company, Minneapolis, was elected a member of the Board. That company has been admitted to corporate membership.

With a view to making marketing conditions easier and minimizing the danger of congestion arising in deliveries. The basis of deliveries of Spring wheat grades for the new season has been fixed as follows by members of the Duluth Board of Trade: No. 1 Hard Spring at 2 cents above the contract price; No. 1 Dark Northern Spring at 1 cent above the contract price; and No. 2 Northern Spring at 3 cents under the contract price.

Under the rule previously in effect, No. 1 Hard Spring has been deliverable at 4 cents over the contract price; No. 1 Dark Northern at 2 cents over; and No. 2 Dark Northern at 1 cent under. No. 3 Dark Northern and No. 3 Northern, that had been deliverable at from 18 to 20 cents under the contract price, have been eliminated in the shuffle.

Late spring and early summer marketing operations on the Duluth market have been the most active for the season in the history of the trade here. Receipts of Spring wheat, Durum and coarse grains here have been in the heaviest volume on the records of this market that being attributed to the substantial volume of grain remaining in farmers hands over Minnesota and North Dakota, and the readiness of growers to realize upon it at the present level of prices. Clerical forces of some of the houses on this market have consequently been maintained at more closely up to the regular fall basis than at any time in past years during the summer period. In view of the large quantity of grain remaining in the elevators here to be moved out and the broader public interest in trading, dealers here are sanguine that the usual off-season dull period will be passed over.

The extent of operations on this market during the present crop year is shown in receipts of all grains aggregating 191,570,181 bushels from August 1 last to June 18 as compared with 68,880,082 bushels during the previous crop year up to the same period.

Oats market here continued its show of activity during the last month advancing a maximum of 12 cents to 52½ cents a bushels and then receding 2½ cents to 50½ cents as on June 10. A cargo of 500,000 bushels of oats was loaded out last week under a sale made early in the spring and specialists in that market claimed to have some other important inquiry in hand that is expected to result in trade in the near future. Stock of oats in the elevators have been brought down to around 6,100,000 bushels, and according to present indications, it is thought that a considerable proportion of those stocks will remain in store for some time. Wise holders of oats have some tidy paper profits and that realizing has been a factor in its market here lately. The advances in oats quotations during the last few weeks have brought about increased public interest in its market, and farmers over the Northwest have been selling more freely.

Wide fluctuations have been covered in the course of trading in rye on this market recently, but the volume of business put through has attained a comparatively small aggregate. Receipts of rye from the country have dropped off materially recently indicating that carryovers in growers' hands through this territory are small. Holders of rye in the elevators here are generally bullish in their opinions in view of the prospective small crop in this territory this season as a result of severe damage through unfavorable weather conditions. Supplies of rye in the elevators here now aggregate around 2,600,000 bushels.

Improving outside trade in feeds and coarse grains and curtailment in the Duluth district market was commented upon by R. M. White of the White Grain Company. The slowing down in that branch of the trade locally he attributed to the inroads of motor truck, with wholesale and industrial establishments replacing horses with that transport equipment to a great extent. A compensating feature in the feeds trade, however, is the remarkable extension of the dairying industry over northern Minnesota entailing an enormous increase in demand for feeds from that quarter.

The run of wheat and other grains to this market has been averaging up high in grade lately, according to officials of the Minnesota State Inspection Department. Only a small proportion of smutty or off-grade grain has been coming in. The inspection department here proposes to make early preparations for taking care of the movement of grain next fall. Commission men here have been giving the inspection department great credit for its efficiency in handling the grain arriving at this market. The inspection force was so greatly augmented during the peak period of the season that handlers were able to obtain their grades promptly. It is expected that facilities for making protein tests of wheat will be increased next season in response to the demand from the milling trade.

## CINCINNATI

HARRY A. KENNY - CORRESPONDENT

THE grain and hay trade of Cincinnati fared well during the past month, in spite of the season of the year. While the volume of business, as a general proposition was not of an impressive nature, the prices realized in most cases were quite satisfactory. The opening of the horse racing season at Latonia, Ky., stimulated demand for hay, which presented an active market with offerings at all sessions readily absorbed. Corn also displayed unusual activity, while wheat and oats dragged along throughout the entire month. Manufacturers of mixed feed also reported a slackening demand for their product. All in all, considering the in between the crop period, the market presents a certain amount of stabilization.

The Cleveland Grain & Milling Company with offices in the Union Central Building, has announced the abandonment of the grain elevator at Sixth and Harriet Streets which it leased from the Big Four Railroad in 1913. The elevator, which has a capacity of 650,000 bushels, was built more than 30 years ago. Frank L. Watkins, resident manager, said that the elevator was obsolete and that the grain stored in it would be removed in 30 days. The Cleveland Grain & Milling Company, whose main offices are in Cleveland, had an annual lease on the elevator. Mr. Watkins said that abandonment of the elevator does not mean that the Cleveland Grain & Milling Company was contemplating withdrawal from the local grain trade. Mr. Watkins will assume charge of the company's elevator at Mansfield, Ohio, next month, while

Walter O'Connell, will be manager of the Cincinnati office. At the present time the Cleveland concern maintains elevators at Indianapolis, Champaign, Ill., and Cleveland in addition to Mansfield, Ohio.

The Cincinnati grain trade will be well represented at the forty-sixth annual convention of the Ohio Grain Dealers Association at Toledo, June 23 and 24. Frank L. Watkins, president of the local exchange, has appointed the following delegates: D. J. Schuh, A. C. Gale, Frank Currus, Dan Granger, Fred Winkler, John DeMolet, Robert Early and Walter O'Connell.

In a baseball game filled with many features, the team of Cincinnati Grain & Hay Exchange defeated the Chamber of Commerce at the Cincinnati Gym grounds last month by the score of 2 to 1. The contest was brought to a close at the end of the seventh inning because of rain. Walter O'Connell and Clarence Bender performed brilliantly for the exchange, while Lou Hinkle and Thomas Quinlan were the stars on the opposing aggregation. The umpiring of Ambrose Bender was meritorious.

The feed plant of J. H. Fedders Feed & Grain Company, Covington, Ky., was destroyed by fire of undetermined origin last month. Four firemen were injured when one of the floors collapsed. The fire spread to other buildings before firemen were able to bring it under control. The damage was estimated at \$60,000 covered by insurance.

A. C. Gale, president of the A. C. Gale Grain Company, entertained about 20 members of the Cincinnati Grain & Hay Exchange at his summer cottage on the Whitewater River at New Trenton, Ind., last month. H. E. Richter performed the duties of a chef and the provisions which he handed out were equal to those provided in Cincinnati's best hotels. John DeMolet was officer of the day and in addition to athletic events there were a number of indoor sports.

Messages of condolence from the local grain and hay exchange were received by Jack Dorsel, manager, hay department of the Dorsel Grain Company, Newport, Ky., recently following the death of his two-year-old son Jack, Jr. Mr. Dorsel was at Asheville, N. C., recuperating from an illness when he received word of his son's death.

## TOLEDO

S. M. BENDER - CORRESPONDENT

THE Ohio Grain Dealers are scheduled to meet in Toledo, June, 23-24 in the new quarters of the Chamber of Commerce in the new Richardson Building. Toledo dealers expect many to be here as the program will be unusually good and the entertainment very high class. The new club rooms are among the finest in the country and the banquet hall seats 800 at a time. All who possibly can are urged to attend ready for a good time and good eats.

Ben Hofner, local representative of Lamson Bros. and banjo entertainer extraordinary, celebrated his twentieth wedding anniversary last month and the boys on the local floor sprung a little surprise when they presented him with a fine set of china. Ben listened to President Hurlbut's speech without guessing it was him until the end when his name was announced. The best reply he could make was a tune on the banjo and no one could ask for a better one.

Fred Lewis, of F. S. Lewis & Co., Chicago grain firm, was in Toledo during the past month calling on his many friends among the trade here.

Arndt-Weinkauff Company, of Hamlet, Ind., is operating the elevator at Lacrosse, Ind., formerly owned and operated by the Chatterton & Sons Company of Lansing, Mich.

Chatterton & Sons of Lansing, Mich., have bought and are now operating the elevators at Hartzburg, Ohio, and Oakwood, Ohio, formerly owned by T. P. MacDonald.

Wallace Applegate, secretary of the Mennel Milling Company, attended the fiftieth wedding anniversary of his wife's mother and a reunion of the Milmine family at Columbus, Ohio, last month.

The lowest wheat prospects in 13 years face the wheat farmers of Ohio according to statistician C. J. West of the State Federal Crop Reporting Bureau. About 30 per cent of the acreage was destroyed through winter-killing and drought. In at least three-fourths of the wheat fields of the state the stand is thin and uneven and the season is so



far advanced that it is doubtful whether a plentiful supply of rain would materially improve the prospects. Rye is in fair condition and the oats fields are in fine condition except where there has not been enough moisture.

The Ackerman Company is the new name of the firm heretofore known as the Hyman-Ackerman Company of Lima, Ohio. The officers of the new company are B. Ackerman, president, and J. F. Ackerman secretary and treasurer. Mr. Hyman has retired from the business.

The annual meeting of the Ohio Co-operative Managers Club was held at the Boody House, Toledo, Ohio, on May 22. A luncheon was served in the dining room at the noon hour and the afternoon program included talks by managers from personal experiences during the past year. Vice-president Eli Dickey of Jewell, Ohio, presided.

Edward Nettleton, secretary and treasurer of the Imperial Grain & Milling Company, underwent an operation at a local hospital during the month and is back at his desk again feeling much improved.

Several boats from northern ports have been unloaded here during the month. Part of the cargoes were oats and the balance wheat. Coal loadings were very heavy also indicating activity during the summer months.

Fred Mayer of J. F. Zahm & Co. motored to Atlantic City and other eastern cities last month and found the new lake to the sea highway in excellent condition. The usual bathing beauty postcards were received by friends.

John Luscombe of Southworth & Co. was 40 years old May 27 but was foxy enough to escape the usual paddle reserved for those who brag about their age. He claims he thought of it and wondered when he would be mobbed but just couldn't open his mouth he was so pained to think he was forgotten in that respect.

The regular monthly meeting of the Northwestern Ohio Farmers Grain Dealers was held at Liberty Center, Ohio, Monday, June 1. A small turnout was well entertained by speakers from the audience.

Joe Streicher of J. F. Zahm & Co. and Louis Schuster of the C. A. King & Co., have joined the ancient order of bonny golfers and are doing their best to get other customers including Bert Boardman of the East Side Iron Elevator. To say that they are rough players would be the truth as they are generally there or in Lake Erie according to newspaper reporters who have followed their winding course over the Bayview Links.

Flour production of Toledo mills for the month of May was 131,230 barrels compared with 121,900 barrels during April and 146,250 barrels for May 1924.

The Great Lakes Regional Advisory Board, The Toledo Transportation Club and the Chamber of Commerce held a joint banquet in the new club rooms of the Chamber of Commerce on Tuesday evening, June 9. Many prominent railroad officials and shippers attended and the big dining room was taxed to its full capacity. The closer co-operation between the carrier and shipper has done a great deal of good and speeded up service in all lines of business.

Crop reports continue to come very bullish and it seems almost certain that Ohio, Michigan and Indiana will have very short crops of wheat. Farmers are putting in as much corn as possible as they figure that may be the real money crop this year. Oats are likely to be very poor in quality and yield which should stimulate the hay business. Hay may run short too but there is a large carryover and farmers will sell when the market shows signs of a good upturn. Hay business right now is very dull as it has been for weeks and the prices have been held at nominal figures.

Purchase of the Ann Arbor Railroad by the Wabash is expected to give Toledo another opportunity to shine as the hub in a great railroad system. The new consolidation if approved by The Interstate Commerce Commission will give Toledo four different connections with the completed system. The new yards of the Nickle Plate and The Pere Marquette will be another addition to the growing city and should make the grain market more attractive to those who want an outlet when the other nearby markets are higher.

The Clover crop looks like a short one and prices have jumped the last month. Damage from the dry weather and winter-killing appears likely and buyers have bid up the October without much opposition. Stocks in the carryover are small and mostly off-grades that must be sold at wide discounts. Deal-

ers say a poor hay crop generally means a poor seed crop unless weather conditions are decidedly favorable. Alsike and Timothy have also been bought freely and the price trend has been higher. Timothy may turn out to be a very short crop and the present price is not thought to be out of line considering the crop situation.

C. De Winter, export manager of the National Milling Company, sailed for Europe last month where he will make a study of continental markets and call on their representatives abroad. He will be gone about two months.

George Woodman, manager of the Grain Marketing Company's elevator, Dick Spangler of Defiance, Ohio, Charles Keilholtz of Southworth & Co. and Robert and Harry Devore are spending 10 days at the Devore cottage at Long Lake, Mich.

## NEW YORK

C. K. TRAFTON - CORRESPONDENT

AT THE annual election of officers and managers of the N. Y. Produce Exchange early in June all the regular nominees were unanimously re-elected as there was no opposition, namely: President J. Barstow Small, steamships; vice-president, B. H. Wunder, flour; treasurer, W. B. Pollock, N. Y. C. R. R.; managers for two years, H. A. Schafuss, exporter; J. E. Seaver, flour; Winchester Noyes, ships; W. W. Starr, flour; W. A. Johns, provisions; L. W. Forbell, grain.

Following election the president and Board of Managers announced the new committees appointed: Grain: A. C. Field, chairman, Wm. C. Mott, L. G. Leverich, John H. Flahive, J. J. O'Donohoe, Flour:



L. W. FORBELL

Fred O. Seaver, chairman, Albert F. Janss, J. O. Wade, H. W. Gladwin, P. W. Van Alostyne, Hay and Straw: Frank S. Voorhees, chairman, Thos. M. Blake, Geo. Simpson, H. G. Gere, F. Lewi, Delivery of Warehouse Grain: Wm. C. Mott, chairman, Thos. W. Kane, Chas. A. Robinson; Carlot Grain: Jos. A. Abel, Jr., chairman, Edwin A. Barnes, J. H. Browne, Wm. H. Kipp, A. N. Mosser, Grain Commission Rules: C. Walton Andrus, Chairman, J. H. Browne, C. C. Rubins, F. H. Teller, T. H. Story; Seeds: Wm. Jacot, chairman, M. H. Duryea, Ernest Wehncks, O. W. F. Randolph.

Charles A. Robinson of the well known grain exporting house of Robinson & Sweet, who was to have sailed with Mrs. Robinson on the *Berengaria* on May 27 for a four months' tour through Europe, was compelled to postpone their departure indefinitely owing to the illness of Mrs. Robinson, who is known not only in this country but abroad, and notably in England, France, Belgium and Italy as the National Flag Lady because of her zeal in presenting the American flag to veterans and various organizations identified with the war.

C. H. Sparks, a member of the Produce Exchange who was head of the flour department in the N. Y. office of the Bunge North American Grain Corporation, has gone to Winnipeg as co-manager of the same firms' grain office in that market.

T. C. Estee, vice-president and resident director of the Washburn-Crosby Company, was welcomed back late in May after a two months' tour in Europe with Mrs. Estee.

H. P. Mulhall, who was connected for 37 years with the Armour Grain Company, the last 27 as manager of the N. Y. office and chief representative on 'Change, retired from active business when that big house was merged into the The Grain Market-

ing Company. As a result he took the first long vacation he had virtually all the years he was manager. Late in May he received a hearty welcome back on 'Change after spending three months and a half traveling abroad with his daughter going via the Mediterranean as far east as Egypt and Palestine, returning via England.

Edward Paul, senior partner of the old grain and flour importing firm of Ross T. Smyth & London arrived here, with Mrs. Paul, late in May.

Henry R. Forster, who was connected with the old grain commission and export house of Milmine, Bodman & Co. for nearly 40 years, recently as an officer of the firm, has gone out of active business and left the Produce Exchange.

James E. Carney, a well known authority on grain market conditions, associated with Bartlett Frazier & Co., Chicago, spent several days with old friends on the Produce Exchange late in May.

P. J. McCulloch, who represents Farroll Bros. grain merchants of Chicago on the Produce Exchange, returned to his post on 'Change late in May and was warmly congratulated on his recovery from an attack of pneumonia.

James E. Bennett, head of J. E. Bennett & Co. grain commission merchants Chicago and N. Y., was warmly welcomed and congratulated by friends in the local market early in June on his fortunate escape from injury in a railroad wreck while passing through Ohio enroute from Chicago. He said there had been no serious injury to any passenger.

Jesse L. Livermore created much surprise when he asserted that he had quit Wall St. because the stock market had become too big for large individual operations. It was said that he was turning all his attention to grain and cotton.

Henry C. Larowe, aged 81, has passed away. Mr. Larowe was seen on 'Change rarely in the past five years being no longer actively interested in business. He was for many years keenly interested in grain, beans, etc. and was highly esteemed.

F. A. Paddeford a member of the Grain Trade on the Chicago Board of Trade, was visiting friends in the local market this month.

A. O. Mason, formerly treasurer of the Nye & Jenks Grain Company, was visiting W. C. Mott who was N. Y. manager for that firm when they had an office here.

John F. Gerard has been elected to membership on the Produce Exchange. He is the successor of the late E. R. Coker as buyer of cash grain for the Hecker, Jones, Jewell Milling Company. Heretofore Mr. Gerard was cash wheat buyer for the Buffalo mill of the same concern.

I. Panzer, one of the leading spirits in the Superintendence Company which superintends the inspection and discharge of grain on its arrival abroad, left early in June for a two months visit in Europe.

W. C. Schroeder of Colvin & Co., grain merchants Chicago, was visiting members of the local trade late in May.

Gardner B. Van Ness, for years a prominent handler of grain on the Board of Trade, Chicago, called on friends in the local market late in May while on his way to Europe.

Wm. B. Fritz, familiarly called "Billy" by his host of friends in the grain and cottonseed oil trades, received a hearty welcome back on 'Change early in June when he returned from Winnipeg where he managed The Sea-board Grain Company Ltd., for B. F. Schwartz & Co., grain feed, and cottonseed oil merchants on the N. Y. Produce Exchange. Mr. Fritz returned to his old post as the Winnipeg office was discontinued.

W. P. Anderson, grain broker, was visiting friends in the local market late in May.

Robt. O. Sherwood, aged 72, has passed away. He was connected with the flour trade since boyhood, having begun with his father who was prominent in the market 50 years ago. In recent years Mr. Sherwood was associated as a salesman with Geo. A. Zabriskie of the Pillsbury Flour Mills Company.

A case of general or widespread interest brought before the Complaint Committee of the N. Y. Produce Exchange recently was that of the Hansen Produce Company, Inc. against the Maple Leaf Milling Company, which represented a controversy involving a claim on the part of the Hansen company of \$137,000 for commissions alleged to be due on flour sold to the Russian Government. To be ex-



licit, the dispute is primarily based on flour sold direct from the milling company to Russia following initial sales made through the Hansen firm to Russia. It is, of course, patent that the case hinges on the question as to whether the Hansen house is entitled to the commissions claimed on the ground that it originated the business. The case was not finished, being adjourned to June 19.

J. F. Lamy, a member of the Chicago grain trade, was visiting friends in the local market early in June.

S. P. Arnot, a well known member of the Chicago grain trade, was a visitor on 'Change early in June.

## ST. LOUIS

J. Q. MORRISSEY CORRESPONDENT

CASH wheat receipts have been fairly good and have been of sufficient volume to take care of the demand. The milling demand for wheat has recently improved and the premiums on Red wheat have shown considerable advance within the past few days. The present premiums on No. 2 Red wheat will figure about 33 to 37 cents over the option not only for choice wheat but for the twos that are not so good. In some instances there has been paid as high as 40 cents over the option for very choice Red wheat. No. 2 Red sold at \$2.07 per bushel this week which is a new high for this class of wheat since the break in values a few months ago. St. Louis is the natural source of supply for a great many Soft wheat mills of Missouri and Illinois as well as some of the southeastern mills and this creates quite a spirited demand for the better grades of Soft wheat, which through the crop has been a scarce article, and accounts for the large advances in premiums making Red wheat about the highest priced wheat in the country. There has been some complaint by local millers that mills in the western part of Missouri and close to Kansas City have been able to buy wheat on a much better basis than the St. Louis market with the result that St. Louis mills have been more or less out of line on price.

For a time St. Louis during the last month was the cheapest Hard wheat market in the country but this condition of late has been altered. St. Louis mills grinding Hard wheat are reluctant to take on any amount of the higher protein wheats owing to the high premiums and the proximity of the new crop which they anticipate will lower the premiums considerably. The lower protein Hard wheats are in good demand. The elevator interests, owing to the lack of export demand at this season, are not buying much wheat and this has lessened the outlet for the lower grades which come into this market. The fact that there have been reports of harvesting in Missouri and Illinois during the last few days have caused all buyers of grain to operate most cautiously.

The millfeed demand has been very good recently which is quite a contrast to what conditions have been for the most part of the crop year. Jobbers report that they have had some good business from a scattered territory and mostly for immediate shipment. The trade feels that present prices are too high to take on any deferred shipment feeds. Local mills have not been operating very steadily and it is very hard for jobbers to secure feed from this center, but there have been some good offerings from the Southwest from which section most of the feed has been bought. Soft wheat millers have suffered a siege of dull business for some months past and as a result it has been next to impossible for jobbers or feeders to purchase Soft wheat bran and shorts. As usually is the case in an emergency of this kind there has been a very splendid demand for this class of feed. Prices have been doing a whole lot better and are up considerable since a month ago.

John M. Jones of the Producers Grain Company, St. Louis, has returned from an automobile trip through central Missouri. Mr. Jones reports that the crop apparently is in very bad shape and does not promise much yield.

During the last month there has been but little change in the oats receipts except that at present most of the oats that are being received now are originating in Illinois where previously the source has been Iowa. The receipts of Iowa oats have fallen off to a very small amount. Oat prices have shown advances during the past few weeks in line with the advances in the option markets. No. 3 White oats continue to sell at about the same relation to the option which figures about ½ cent to 1 cent over the Chicago July. Of late there

has been higher percentage of No. 3 White oats being received while some time ago the major portion of the arrival graded under. The demand for oats has been fairly good and has been about equal to the supply. The demand has been mostly from shipping interests.

Corn receipts have been falling off the last two weeks but still there continues to be a fairly liberal amount coming into this market. Local authorities say that there is no promise at the present time that the receipts of cash corn will increase for the present. The quality of the corn received has been very good. It is dry and generally in fine shape. The demand for corn has been moderate from a general source but the principal buyers have been the manufacturing interests and the mixed feed people. The demand has been equal to the receipts which has had a tendency to create a healthy market.

Logan Baxter, St. Louis manager of Lowell Hoit Company, has returned from two weeks vacation in Houston, Texas. Mr. Baxter was accompanied by Mrs. Baxter and his son.

J. M. Chilton, manager of the St. Louis office of Hall Baker Grain Company, has returned from a motor trip to Kansas City, where he spent a few days with the Kansas City office.

Hermann Wright, assistant manager of the newly organized Marshall Hall Milling Company, St. Louis, and Ivan Wieland of the Turner Grain Company, St. Louis, are applicants for membership in the St. Louis Merchants Exchange.

A. Terkule of New Orleans, representing the Holland America line and E. S. Binnings of the Texas Transport & Terminal Company were visitors in St. Louis.

Bryan Lynch of J. Lynch & Co. grain dealers of Salina Kan., called on St. Louis grain men.

## GRAIN NEWS FROM BOSTON

By L. C. BREED

The limit of active membership in the Boston Grain and Flour Exchange, which was set at 200, has been reached and there now is a waiting list. These applicants for membership will be obliged to await vacancies that may take place through relinquishment of membership, or through the decease of active members.

## Speculation and the Grain Futures Market

Speculative Support of the World Shortage Theory Benefits Farmers by Fostering High Prices

By EDWARD JEROME DIES

OUT of the haze of argument concerning the course of wheat prices in the past nine months there shines one indisputable fact. It is the great service organized speculation renders to both producer and consumer. When the theory of a world shortage first developed last year speculators of the entire world began buying wheat. As crop conditions in surplus wheat countries continued supporting this theory, prices marched steadily upward. That farmers greatly benefited by the speculative support of the world shortage theory is well known by all familiar with the situation.

During the last six months of 1924, organized exchanges absorbed enormous wheat receipts without a break in prices. Receipts of wheat at primary markets in the United States from July to November were 362,000,000 bushels as compared with 221,000,000 the preceding year. This means that farmers literally dumped on the market in five months 141,000,000 bushels of wheat in excess of the normal flow. And the upward climb of prices was unaltered. This, incidentally, would disapprove the theories of wheat-pooling advocates who have contended to control the flow of wheat to market would likewise control prices. Speculative and investment sentiment was made effective in protection against declining prices during the great marketing movement. This invaluable service of the futures market has long been an outstanding characteristic of world commerce. It has been endorsed by all leading economists.

When wheat economies appeared later in the crop year, when the world shortage proved less severe than had been anticipated, and when prices receded, criticism among opponents of the grain exchanges was widespread. Some attempted to show that the farmer had suffered. The fact is that the

loss did not fall upon the farmer. Before the major slump occurred, some authorities estimated that but 13 per cent of the crop remained on the farm, little more than enough to supply the demand for seed. Whether this figure is correct is not important. The point is that the great bulk of the crop came to market during the high price period and that receipts at all primary markets were unprecedented. All of which clearly proves that the farmer benefited as never before in time of peace.

It has been pointed out that without organized speculation, large stocks of wheat on hand the world over in the spring of 1924, together with our huge crop of the following summer, might have placed the market at extremely low figures. Wheat might have been fed to animals and poultry in large quantities because it was cheap. The Orient would have consumed cheap wheat. Europe would have absorbed much larger quantities. The serious crop damage in Canada, Europe and Argentina which came later might have combined to bring about famine.

It was the speculative support given the market at the first appearance of danger that brought the high prices for the farmer. Speculators took chances in June when no others cared to assume the risk. The popular theory is that the speculator always wins, which, of course, is ridiculous. In the present instance, it is certain that many big speculators whose activities made higher prices for farmers, ruined themselves because the world demand did not develop to the point anticipated.

Farmers want their money soon after harvest. Consumers want the wheat or its products from day to day throughout the year. Some one must carry the year's supply with all the risk and with the various items of expense incident to such owner-

ship. The demand for feedstuffs is better, especially for en route or for prompt shipment, which command a good premium over June shipment. Owing to liberal stocks at Buffalo, prices are easier than for shipment from the Northwest. There has been a sharp advance in prices for Red Dog.

Hay, in case of strictly No. 1 Timothy is in light supply, but offerings of medium and low grade hay are more than ample for the season. Straw is ruling dull but steady. Receipts of hay for the month of May 256 cars; straw, 6 cars.

At the convention of the American Feed Manufacturers Association, which was held at New Orleans last month, F. J. Ludwig, of the C. M. Cox Company, Boston, was elected as a member of the Board of Directors of the association.

Receipts of grain at Boston for the month of May were as follows: Wheat, 5,325 bushels; corn, 7,700 bushels; oats, 52,075 bushels; barley, 291,375 bushels; mill feed 136 tons; cornmeal, 200 barrels; oatmeal, 4,192 cases. Stocks of grains in regular elevators, June 1, were: Wheat (in bond) 55,287 bushels; corn, 5,700 bushels; oats, 8,529 bushels; rye, 380,255 bushels; barley (in bond) 100,556 bushels.

Among the visitors to the Exchange, outside of New England, during the month of May, were the following: Barnet Farrol, Chicago, Ill.; Oscar Matthews, Indianapolis, Ind.; Harold Anderson, Toledo, Ohio; T. A. Dobry, Yulan, Okla.; W. P. Anderson, Chicago, Ill.; J. F. Armstrong, New Ulm, Minn.; J. A. Lenhardt, New York City; Robert W. Mead, Albany, N. Y.; H. E. Tweeden, Buffalo, N. Y.; S. L. Rice, Metamora, Ohio; W. L. Preyer, Buffalo, N. Y.; H. Wiener, Rotterdam, Holland; C. C. Davidson, Geneva, N. Y.



# THE AMERICAN ELEVATOR AND GRAIN TRADE

Forty-Third Year

ship. This is done by the speculator. It is his business to study conditions affecting supply and demand. He buys on the strength of careful calculations. He performs a useful function as a distributor. It is the average profits over a period of years that count for the speculator. The myths of huge fortunes cleaned up over night are most damaging to the organized markets. Such colorful tales obscure the fundamentals of the marketing system and create in the mind of the layman the thought that commodity markets are largely institutions of gambling. Farm organizers have grown rich on such misstatements of facts. Politicians have gone to the United States Senate. Radical agrarian groups have controlled whole farm districts by the skillful use of these and similar stories that mislead the public as to the functions of commodities markets. It is only by long and patient effort on the part of organized business that the commodities markets may become known and properly appreciated.

Today the grain exchanges are under rigid supervision of the Federal Government. All information concerning trades of individuals is available and is closely scrutinized. It is not the supervision of the Government that is distasteful and harmful to the exchanges. Rather it is the sensational political threats of investigation and upheavals that are most disturbing. The effect of these sensational political threats upon the market, a vast sensitive machine, is instantaneous. Commercial history shows that speculative markets will not brook political interference without disastrous results. Speculation is founded on the proposition that any individual has the right to buy or sell whatever he likes. Selling waves and lower prices generally follow sensational political threats.

When Italy attempted to stabilize money with an edict requiring payment in cash of 25 per cent of the value of all stocks and bonds bought on margins, prices fell with a thump. At Trieste the break in industrial bonds was so pronounced that the public entered the exchange and smashed the quotation boards. Rioting by bankers, commission merchants and investors broke out in Rome, Florence, Milan and other cities.

Money grows timid in periods of uncertainty, and this timidity usually is first apparent in the speculative markets. Political interference with the grain markets always has brought a disturbing shiver that vibrates throughout commerce and industry. When such interference is permanently at an end business generally will have benefited.

## RECEIPTS AND SHIPMENTS

Following are the receipts and shipments of grain, etc., at the leading terminal markets in the United States for May:

**BALTIMORE**—Reported by James B. Hessong, Secretary of the Chamber of Commerce:

Receipts		Shipments	
1925	1924	1925	1924
Wheat, bus..	757,214	2,809,346	851,427
Corn, bus....	57,496	223,776	159,155
Oats, bus....	353,085	359,613	225,871
Barley, bus..	258,523	24,932	186,501
Rye, bus....	18,441	67,130	1,337,952
Malt, bus....	14,210	15,112	.....
Buckwheat, bus. ....	1,298	.....	.....
Straw, tons..	65	205	.....
Millfeed, tons	1,130	868	.....
Hay, tons....	1,652	2,471	.....
Flour, bbls..	91,666	75,369	21,823

**CHICAGO**—Reported by J. J. Fones, Secretary of the Board of Trade:

Receipts		Shipments	
1925	1924	1925	1924
Wheat, bus..	3,249,000	1,245,000	1,386,000
Corn, bus....	3,615,000	5,018,000	2,535,000
Oats, bus....	2,838,000	4,545,000	5,482,000
Barley, bus..	382,000	557,000	211,000
Rye, bus....	2,663,000	99,000	1,470,000
Timothy seed, lbs. ....	1,240,000	65,000	751,000
Clover Seed, lbs. ....	9,000	259,000	31,000
Other Grass Seed, lbs..	263,000	453,000	342,000
Flax Seed, bus. ....	512,000	171,000	2,000
Hay, tons....	9,782	13,123	294
Flour, bbls..	813,000	899,000	550,000

**CINCINNATI**—Reported by D. J. Schuh, Executive-Secretary of the Cincinnati Grain & Hay Exchange:

Receipts		Shipments	
1925	1924	1925	1924
Wheat, bus..	324,800	453,600	256,200
Corn, bus....	328,600	368,200	285,600
Oats, bus....	228,000	326,000	136,000
Barley, bus..	2,800	1,400	.....
Rye, bus....	9,800	8,400	.....
Kaffir Corn, bus. ....	4,200	5,600	.....
Hay, tons....	5,071	8,987	.....
Feed, tons...	1,890	2,370	.....

**CAIRO**—Reported by M. C. Culp, chief grain inspector and weighmaster of the Board of Trade:

Receipts		Shipments	
1925	1924	1925	1924
Wheat, bus..	158,180	.....	353,728
Corn, bus....	11,192	67,981	49,570
Oats, bus....	1,560,837	2,182,517	1,579,546

**DENVER**—Reported by C. B. Rader, secretary of the Grain Exchange:

Receipts		Shipments	
1925	1924	1925	1924
Wheat, bus..	234,000	430,500	43,500
Corn, bus....	345,650	561,100	119,350
Oats, bus....	156,000	192,000	90,000
Barley, bus..	17,000	52,700	.....
Rye, bus....	4,500	9,000	3,000
Hay, tons....	490	890	.....
Beans, cars..	.....	.....	93

**DETROIT**—Reported by C. B. Drouillard, Secretary of the Board of Trade:

Receipts		Shipments	
1925	1924	1925	1924
Wheat, bus..	84,000	.....	14,000
Corn, bus....	48,000	.....	24,000
Oats, bus....	84,000	.....	10,000
Barley, bus..	13,000	.....	.....
Rye, bus....	16,000	.....	7,000

**DULUTH-SUPERIOR**—Reported by Chas. F. MacDonald, Secretary of the Board of Trade:

Receipts		Shipments	
1925	1924	1925	1924
Wheat, bus..	4,927,432	1,757,750	8,598,226
Corn, bus....	42,853	483,017	162,962
Oats, bus....	164,917	327,663	3,961,743
Barley, bus..	520,457	121,130	483,333
Rye, bus....	1,609,189	1,717,936	3,991,988
Flax Seed, bus. ....	248,933	359,469	284,538
Flour, bbls..	471,435	704,500	596,290

**PORT WILLIAM, ONT.**—Reported by E. A. Ursell, Statistician of the Board of Grain Commissioners for Canada:

Receipts		Shipments	
1925	1924	1925	1924
Wheat, bus..	7,060,136	15,780,546	9,745,232
Corn, bus....	2,977	3,032	2,977
Oats, bus....	2,260,572	6,465,761	6,538,228
Barley, bus..	723,525	1,389,799	2,094,139
Rye, bus....	227,993	642,008	231,551
Flax Seed, bus. ....	562,990	474,788	1,408,727

**INDIANAPOLIS**—Reported by Wm. H. Howard, Secretary of the Board of Trade:

Receipts		Shipments	
1925	1924	1925	1924
Wheat, bus..	198,000	230,000	89,000
Corn, bus....	1,594,000	920,000	736,000
Oats, bus....	688,000	734,000	572,000
Rye, bus....	.....	21,000	.....

**KANSAS CITY**—Reported by W. R. Scott, Secretary of the Board of Trade:

Receipts		Shipments	
1925	1924	1925	1924
Wheat, bus..	2,326,050	2,636,550	2,124,900
Corn, bus....	1,067,500	1,495,000	1,721,250
Oats, bus....	401,200	453,900	463,500
Barley, bus..	33,000	102,000	10,400
Rye, bus....	3,300	7,700	8,800
Kaffir, bus..	301,400	273,900	278,000
Bran, tons...	2,920	2,600	25,380
Hay, tons....	12,192	15,552	6,408
Flour, bbls..	51,350	37,050	524,875

**LOS ANGELES**—Reported by the Secretary of the Grain Exchange:

Receipts		Shipments	
1925	1924	1925	1924
Wheat, cars.	176	185	.....
Corn, cars....	156	120	.....
Oats, cars....	29	14	.....
Barley, cars..	96	85	.....
Kaffir Corn, cars ....	23	4	.....
Flour, cars..	139	242	.....

**MINNEAPOLIS**—Reported by G. W. Maschke, Statistician of the Chamber of Commerce:

Receipts		Shipments	
1925	1924	1925	1924
Wheat, bus..	3,378,390	4,913,140	5,460,820
Corn, bus....	448,450	449,200	493,040
Oats, bus....	1,676,830	795,180	4,778,950
Barley, bus..	888,590	682,700	1,250,610
Rye, bus....	189,660	250,150	432,350
Flax Seed, bus. ....	402,100	295,580	44,170
Hay, tons....	1,622	1,638	218
Flour, bbls..	51,586	90,955	772,255

**MILWAUKEE**—Reported by H. A. Plumb, Secretary of the Chamber of Commerce:

Receipts		Shipments	
1925	1924	1925	1924
Wheat, bus..	107,880	57,400	143,276
Corn, bus....	264,920	483,960	638,505
Oats, bus....	1,108,350	578,600	742,302
Barley, bus..	743,540	604,920	132,360
Rye, bus....	72,165	33,960	597,000
Timothy Seed, lbs. ....	90,000	172,640	813
Clover Seed, lbs. ....	4,875	177,675	8,060
Malt, bus....	30,400	9,500	294,250
Flax Seed, bus. ....	1,430	58,630	.....
Feed, tons...	3,993	3,555	10,687
Hay, tons....	685	843	206
Flour, bbls..	229,890	205,680	61,060

**MONTREAL**—Reported by J. Stanley Cook, secretary of the Board of Trade:

Receipts		Shipments	
1925	1924	1925	1924
Wheat, bus..	9,142,800	20,889,562	6,801,833
Corn, bus....	126,689	251,189	1,505
Oats, bus....	6,373,385	3,310,712	8,190,344
Barley, bus..	844,006	959,870	814,222
Rye, bus....	3,663,419	1,237,936	3,823,178
Flax Seed, bus. ....	172,572	65,056	.....
Hay, bales...	110,061	72,184	44,008
Flour, bbls..	253,624	470,458	295,008

**NEW YORK CITY**—Reported by H. Heinzer, Statistician of the Produce Exchange:

Receipts		Shipments	
1925	1924	1925	1924
Wheat, bus..	5,706,200	10,834,200	4,753,000
Corn, bus....	109,200	750,000	.....
Oats, bus....	4,373,300	1,704,000	3,657,000
Barley, bus..	2,769,900	567,800	2,009,000
Rye, bus....	512,000	901,500	366,000
Clover Seed, bags ....	311	600	525
Flax Seed, bus. ....	271,000	27,000	.....
Hay, tons....	3,490	5,558	393 bales
Flour, bbls..	672,986	1,027,865	399,000

**NEW ORLEANS**—Reported by S. P. Fears, Chief Grain Inspector and Weighmaster of the Board of Trade, Ltd.

Receipts		Shipments	
1925	1924	1925	1924
Wheat, bus..	58	15	2,513,138
Corn, bus....	174	98	270,784
Oats, bus....	18	81	81,645
Barley, bus..	.....	.....	.....
Rye, bus....	1	.....	85,714

Receipts of grain by barges, follows:

Receipts		Shipments	
1925	1924	1925	1924
Wheat, bus..	1,454,478	.....	.....
Corn, bus....	114,716	.....	.....
Oats, bus....	20,002	.....	.....

**OMAHA**—Reported by F. F. Manchester, Secretary of the Grain Exchange:

Receipts		Shipments	
1925	1924	1925	1924
Wheat, bus..	1,075,200	1,645,000	1,064,000
Corn, bus....	957,600	1,331,400	1,228,400
Oats, bus....	932,000	1,194,000	1,328,000
Barley, bus..	19,200	40,000	98,600
Rye, bus....	28,000	30,800	17,600

**PEORIA**—Reported by John R. Lofgren, secretary of the Board of Trade:

Receipts		Shipments	
1925	1924	1925	1924
Wheat, bus..	128,150	107,400	74,400
Corn, bus....	1,482,850	1,077,650	693,650
Oats, bus....	521,200	815,900	419,200
Barley, bus..	51,400	39,200	18,200
Rye, bus....	7,200	3,600	1,200

tons ..... 25,060 21,180 22,551 22,175

Hay, tons.... 930 810 70 190

Flour, bbls.. 143,805 175,000 144,850 166,100

**PHILADELPHIA**—Reported by A. B. Clemmer, Secretary of the Commercial Exchange:

Receipts		Shipments	
1925	1924	1925	1924
Wheat, bus..	21,916,853	3,365,262	2,884,200
Corn, bus....	20,319	168,556	42,857
Oats, bus....	1,867,154	294,700	1,639,195
Barley, bus..	342,950	43,189	354,687
Rye, bus....	287,045	13,762	282,271
Flour, bbls..	135,694	161,276	10,152

**ST. LOUIS**—Reported by Charles Rippen, Secretary of the Merchants Exchange:

Receipts		Shipments	
1925	1924	1925	1924
Wheat, bus..	1,900,600	1,730,550	2,275,200
Corn, bus....	2,009,000	3,077,200	1,151,200
Oats, bus....	2,784,000	3,420,000	2,149,000
Rye, bus....	2,800	7,800	2,800
Barley, bus..	24,000	40,000	16,000
Kaffir Corn, bus. ....	121,200	26,400	98,800
Hay, tons....	7,656	10,464	2,844
Flour, bbls..	342,920	398,680	359,625

**SAN FRANCISCO**—Reported by J. J. Sullivan, chief inspector of the Chamber of Commerce:

Receipts		Shipments	
1925	1924	1925	1924
Wheat, tons.	6,236	10,813	.....
Corn, tons....	1,295	1,760	.....
Oats, tons....	932	567	.....
Barley, tons.	25,123	15,691	.....
Bran, tons....	155	599	.....
Beans, sacks.	14,770	28,741	.....
Foreign beans, sacks ....	16,264	56,627	.....
Hay, tons....	2,111	2,319	.....

**SUPERIOR**—Reported by E. W. Feidler, Secretary of the Grain and Warehouse Commission:

	Receipts		Shipments	
	1925	1924	1925	1924
Wheat, bus. . .	3,038,851	813,788	4,287,635	1,525,384
Corn, bus. . .	48,850	216,819	155,156	2,676,370
Oats, bus. . .	103,079	319,506	2,767,264	812,225
Barley, bus. .	456,746	113,285	3,667,283	247,071
Rye, bus. . .	843,129	1,222,057	1,671,793	2,122,286
Flax, bus. . .	78,001	129,260	27,600	64,629



# HAY, STRAW AND FEED

## THE ALFALFA EELWORM

Agricultural directors of Idaho, recognizing the fact that the time to check a plant pest or disease is before it has had an opportunity to get a strong hold, are making every effort to find where the Alfalfa eelworm is extant in that state.

"The disease," says Professor Hungerford, plant pathologist at the Idaho Experiment Station, "is often attributed to winter-killing as it causes a thinning out of Alfalfa in spots due to the dying of some of the plants. This leaves a poor stand of dwarfed plants with a reduced number of stems, some of which may be more or less yellowed and distorted. Some of the stems of the diseased plants may wilt and die in the early stages of the disease. Stems are swollen at the base, brown in color and are often brittle and easily broken off. New buds and sprouts from the crown may be swollen, pale yellowish or cream colored and of a spongy texture. Swellings may appear on the plant as far as a foot from the ground. Badly diseased plants show a distinct rotting of both stem and crown with many of the stems completely killed.

"The organism causing the disease is a minute eelworm scarcely a twentieth of an inch long when fully grown. A single female may lay as many as 200 eggs and the young are about a tenth as large as the adults. These eelworms penetrate the young succulent parts of the plants and cause the swellings so characteristic of the disease. A single swelling may contain hundreds of the eelworms."

The station asks that suspected specimens be submitted for examination.

## IN A TON OF WHEAT STRAW

Light and power, fuel and tar—all are buried in sun dried wheat straw, say experimenters in the Bureau of Chemistry. As a result of experiments, it has been definitely stated that one ton of sun dried wheat straw will yield 10,000 feet of illuminating gas, 10 gallons tar and 625 pounds of carbon residue, which is excellent fuel.

The gas will burn in a mantle lamp producing a blue flame which is restful to the eyes. It will also supply efficient fuel for internal combustion engines. The experts in the Bureau have designed a special retort for the process. The gas bubbles up through water and then through fine meshed screens and a layer of coke and charcoal. Thus purified, it passed to a storage chamber.

## EARN \$8 AN HOUR BY WEIGHING FEED

If a feed dealer or elevator man is putting out a good clean concentrate feed for his customers, or is handling a good line of sacked feeds, he should impress buyers with the fact that the feed bought from him does not have to be fed in the quantities that is customary with ordinary, less digestible feeds. If the feeder is not used to the new concentrate ration, he will find it to his advantage to use a scale to get started.

Weighing the feed for the cows in one Illinois dairy herd paid the owner at the rate of \$8 an hour for the extra time that was spent at the task, according to the story told by Dr. W. B. Nevens, assistant chief of dairy cattle feeding at the College of Agriculture, University of Illinois. About half an hour a day was spent at the scales with the result that a saving of around \$4 worth of feed daily was made.

Before the feed weighing was started, the herd which included 40 cows and about 30 head of young stock, had been getting approximately 5,100 pounds of grain mixture a week. The cattle were so liberally fed that even the heavy milking cows were in a high condition of flesh, while the dry cows and those giving but very little milk were very fat. The

feed for each cow was not weighed nor was a feed record kept.

It was suggested that the cows could be fed more economically if each cow was fed in proportion to the amount of milk she was producing. Accordingly, a spring balance scale costing about \$5 was put to use and 15 minutes each morning and afternoon was spent in weighing out the grain mixture that was given to each cow. A feeding chart also was followed and once a week this chart was revised so that the amount of grain feed being weighed to each cow was in proportion to her milk production.

It was soon found that the total amount of grain mixture fed to the herd could be cut down to 3,600 pounds a week without shrinking the milk production of the cows. This was a saving of more than 200 pounds of grain a day, which, at prevailing prices, was worth about \$4.

## MILL FEEDS VERY ACTIVE

By B. S. BROWN

The demand in the local market for mill feeds of all kinds has increased in the last 30 days to an unusual degree for this time of year. Orders are being taken almost momentarily by brokers

for mill products from almost every state, from Canada to the Gulf of Mexico, and brokers say that it is very unusual for the demand to be so widespread at this season of the year. It is not considered to be a very decidedly abnormal year, although the condition which has been caused by the failure of consumers to keep up their stocks during such a protracted period is thought to be slightly unusual. Such a condition coupled with the small amounts of millfeeds being offered by the mills since the demand has increased so abnormally, is purported to be the real reason for the recent advances in the prices quoted by mills and brokers in this territory.

## FEED MILL AND ELEVATOR OPERATE JOINTLY

The desirability of location for a feed mill is not by any means dependent on the size of the town in which it is erected. Since the feed dealer is concerned in establishing a local trade principally with farmer customers, the main issue is one of the surrounding territory rather than the city. This fact has been well demonstrated by the Ontario Feed & Fuel Company, of Ontario, Calif. Ontario is a city which is quoted as hav-



ONTARIO (CALIF.) GRAIN & WAREHOUSE COMPANY AND FEED & FUEL COMPANY JOINT PLANT

in this city for bran, shorts and flour to be shipped immediately, if possible, to points all over the United States. Shipments have even been made to the Pacific Coast territory within the last few days, a procedure which is seldom experienced in this section at this time of the year.

All consuming channels and large mixers are said to have allowed their stocks to dwindle to practically nothing during the last month in anticipation of a possible break in the market. The expected break, however, has failed to materialize, with the result that consumers have recently been forced into the market and compelled to contract for such products at prevailing prices, which are considerably in advance of those quoted here last month.

Spot bran is being quoted at \$28.50 to \$29 per ton at Kansas City, with practically none available for immediate shipment from this market, according to the brokers.

Bran for June shipment is being quoted at \$28.50 per ton, although it is said that very few mills are in a position to offer the product on that delivery basis. For equal amounts in August, September and October, \$26 to \$27 per ton is being asked. For shipments in July to December, amounts of \$27 to \$28 per ton is quoted.

Spot gray shorts are said to be quoted at \$34.50 to \$35 per ton, with light offers here. Red Dog shorts is selling easily at \$43.50 to \$44 per ton, very little being offered.

The local market is said to be receiving requests

ing a population of about 12,000, and yet this company has succeeded in establishing a local business which is envied by many who have been in business longer and who are situated in larger cities. The amount of feed consumed in tributary territory is considerable and by maintaining good service and a quality product the company is assured of its full share of the business.

The accompanying illustration shows the good sized feed mill and warehouse which is occupied by two companies—the Ontario Feed & Fuel Company already mentioned, and the Ontario Grain & Warehouse Company. Both of the concerns are in business along similar lines and without discord. The latter named company deals in grains of all kinds, hay, straw and poultry supplies and has a large volume of business. The other corporation operates the feed mill and does a local business as a feed dealer.

The Southern Pacific Railroad tracks are close to the feed mill and cars are loaded and unloaded at the doors. Extra handling and hauling are entirely eliminated and transportation facilities are such that economical deliveries and receiving of raw products are assured.

There is provision for the storage of about 5,000 bushels of grain, and in addition there is sack storage to accommodate 20 carloads. The plant is built of concrete and steel and is accordingly as thoroughly fire resistant as is possible consistent with modern engineering methods. Power is provided by electric motors.





## Measuring the Color of Hay

Munsell Color System Adapted by Government

By K. B. SEEDS, Marketing Specialist, U. S. Department of Agriculture



THE most important factor to be considered in establishing standards for most kinds of hay is the amount of green color present in the hay. There is a saying among hay dealers that "color sells hay." That is, hay whose leaves, stems and heads retain a large percentage of their natural green color usually has more feeding value and sells for a better price than hay which has lost most of its natural green color. When hay is allowed to stand too long in the field before cutting, the leaves and stems gradually turn brown and the value diminishes. Similarly the amount of green color will be reduced if the hay is bleached by lengthy exposure to sunlight in the swath or windrow, damaged by rain in the swath or windrow, or stained and weathered severely in the stack.

One of the problems encountered by the United States Department of Agriculture in its hay standardization work has been to find some means of accurately measuring the amount of green color remaining in the hay. The nature of hay is such that in ordinary practice this must be determined by the eye alone, but the Department required some method of checking the accuracy of these determinations so that inspectors and others using the grades might be properly trained.

After extensive research it was found possible to use the Munsell Color System for this purpose. This system provides a means of measuring any color in three dimensions, hue, value and chroma. Hue is the quality by which one color is distinguished from another, as a red from a yellow or a green. Value is the quality by which a light hue is distinguished from a dark one. Chroma is the quality by which a strong hue is distinguished from a weak one.

For applying the Munsell system to practical use, discs are provided whose color values according to the Munsell system are known, and which include the five primary colors red, yellow, green, blue, and purple, and five intermediate colors, yellow-red, green-yellow, blue-green, purple-blue, and red-purple. When two or more of these discs are spun on a motor shaft at high speed the colors of the exposed portions blend into one composite color. By trial and error in the selection of the various discs and changes in the amounts displayed, any color can be matched. The measurements for this color according to the Munsell system can then be calculated with a satisfactory degree of accuracy, from

measurements of the exposed areas of the various standard discs already described which are used in making the match.

Hay does not have a solid color but is composed of many plants having wide color variations. These various colors must be blended into one composite color before the color of the hay can be measured by the Munsell system. To obtain this composite color specialists of the Department have devised a machine in which a portion of the hay is spun at

high speed. The Munsell discs are used simultaneously on the shaft of the apparatus. Thus the composite color of the hay as it is shown by the spinning hay wheels, may be compared with the composite color of the discs.

This machine and the methods employed in its use are shown in the illustrations. When it is desired to measure the color of the hay in a bale, that bale is opened in the laboratory, the slugs from the bale spread on a table, and a representative slug is selected from the lot by trained investigators of the Department. This slug is then placed in the metal container, the circular wooden cover is placed over the slug and the container and cover locked together with thumb screws in such a manner that the wire screen which is directly in the center of the circular wooden cover, presses tightly on the outer surface of the hay which is to be tested, so as to prevent loss of leaves.

The metal container with the wooden cover attached is then fastened to the front of the machine with the shaft through the center of the hay. The operator next selects the discs which he believes will produce a composite color matching the hay and arranges them on the threaded end of the shaft in the center of the hay with a stiff cardboard back of the same diameter to prevent tearing from air resistance.

Hue has a greater importance in measuring color of hay than either value or chroma. The grade of the hay, measured by its color, depends upon the amount present of those hues which accompany proper curing and cutting. Variations in value and chroma may arise from variations in climate, latitude, land elevation and soil. For these reasons the color of hay is expressed finally by the Department of Agriculture in terms of hue only. In matching a sample of hay, however, value and chroma cannot be disregarded as the operator cannot be sure the match is correct between the composite hue of the spinning sample and composite hue of the spinning discs unless the match is also correct for value and chroma.



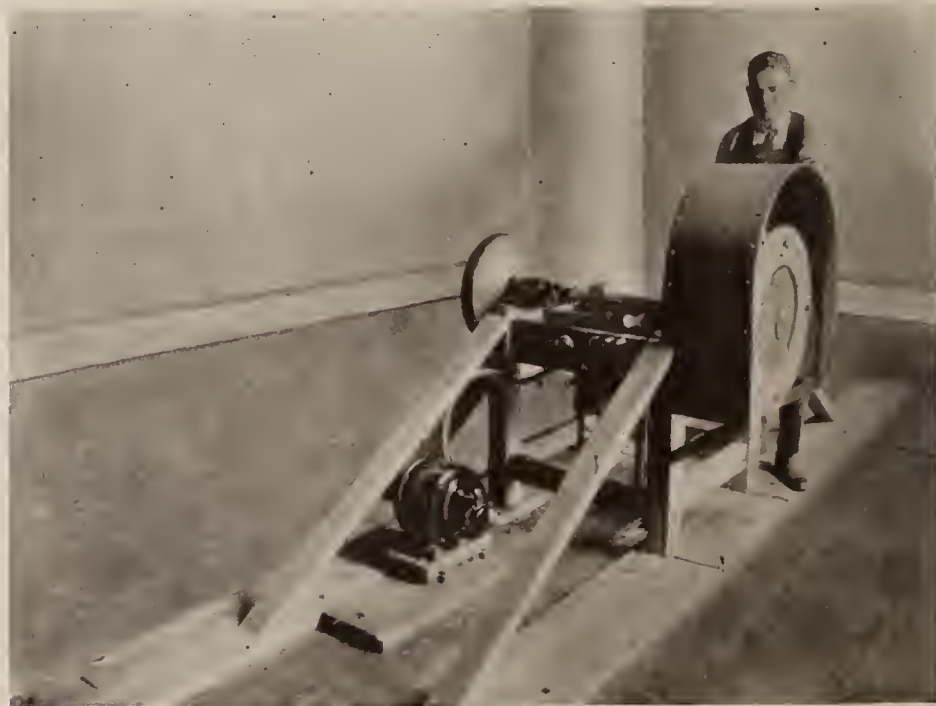
PLACING THE SLUG OF HAY IN THE METAL CONTAINER AND FASTENING IT IN WITH THE CIRCULAR WOODEN COVER

After the discs are arranged on the shaft of the apparatus, power is applied and the discs and hay sample are revolved at a speed of about 1,200 revolutions per minute. The small illustrations at the head of the article show how the various colors of the hay and of the discs blend into concentric rings of composite color at this speed. The operator notes the relative composite color of the discs and the hay. The apparatus is stopped and if a perfect match is not obtained at the first trial the discs are readjusted to display such different amounts of the various colors as seem most likely from previous experience to bring about a perfect match. This process is continued until by trial and error the perfect match is obtained. The operator then measures the size of the segment displayed of each disc used in matching the hay. From the figures thus

high speed. The Munsell discs are used simultaneously on the shaft of the apparatus. Thus the composite color of the hay as it is shown by the spinning hay wheels, may be compared with the composite color of the discs.



DEPARTMENT INVESTIGATORS SELECTING A REPRESENTATIVE SLUG TO BE MEASURED FOR COLOR, FROM AN OPENED BALE OF HAY



MACHINE USED BY THE U. S. DEPARTMENT OF AGRICULTURE FOR MEASURING THE COLOR OF HAY



obtained the hue of the hay according to the Munsell Color System is easily calculated by means of a definite formula.

A sample of hay which has been cut and cured under ideal conditions without any loss of color due to maturity, bleaching, weather, or stack damage is considered 100 per cent green for that kind of



SLUG OF HAY TO BE MEASURED FOR COLOR WITH METAL CONTAINER AND CIRCULAR WOODEN COVER USED TO HOLD THE SLUG IN THE COLOR MACHINE

hay. Similarly, a sample of the same kind which has been bleached or damaged to the point where the last trace of green perceptible to the eye just disappears is considered to have no green color, or zero per cent green. The hue measurement for all hay of this kind, which shows any perceptible amount of green, will then be between the Munsell hue measurements for 100 per cent green and zero green. Therefore the per cent of green color present in any sample can be calculated easily after the hue according to the Munsell Color System is



THE METAL CONTAINER WITH THE SLUG OF HAY HELD IN PLACE BY THE CIRCULAR WOODEN COVER IS ATTACHED TO THE SHAFT OF THE COLOR MACHINE

obtained. Samples from hundreds of bales of each kind of hay have been measured in this way by specialists of the Department with uniformly satisfactory results.

These color investigations have made it possible for the Department to formulate definite standards of color for use as a grading factor in the standardization of the most important kinds of hay.

This device for measuring the color of hay may be used for measuring the color of other commodities with certain modifications to adapt it to their varying physical requirements.

### HAY SHIPPERS ORGANIZE

Hay shippers of Yakima Valley, Washington, have organized and already have filed a petition with the State Director of Agriculture that a chief hay inspector be appointed to have jurisdiction throughout the state. It was suggested by the shippers

that the inspector be located at Yakima, as it is the chief shipping point of the state. At the organization of the association, W. E. Hawley of Yakima was elected president, and Don M. Cair of Topenish, secretary.

Hay dealers and shippers of Maricopa County, Arizona, have also organized, with headquarters at Phoenix, to put into effect the United States grades for Alfalfa through an inspection service. The expense of this will be carried by the members of the association.

### FEED FOR STEERS

Farmers have always known that certain feeds would bring better results than others, but it is an expensive undertaking to experiment, so they have been accustomed to take what they hoped was the right variety and trusted the rest to luck and nature. With the development and the extension of the state agricultural experiment stations, the farmer is gradually being relieved of the task of either experimenting or guessing, when it comes to feeding any of the stock on his farm.

Interesting experiments have been conducted during the winter just passed at the Caldwell Substation of the Idaho Agricultural Experiment Station on the feeding of steers. Fifty two-year old Hereford and Shorthorn steers, purchased in Owyhee County last November were used. This group was divided into five lots of 10 each and fed the following rations for a 100-day period:

Lot 1—Long Alfalfa hay and corn; lot 2—Alfalfa meal and corn; lot 3—Chopped Alfalfa hay and corn; lot 4—Long Alfalfa hay, corn silage and corn; lot 5—Long Alfalfa hay and barley.

Shelled, ground corn was used in the first four lots and ground barley in the fifth lot.

The feeding period was over on March 27, and the steers were shipped on that date and sold on the Portland market March 30. The average shrinkage was 48 pounds per head. Marketing expenses amounted to 75 cents per hundred weight.

The prices received and the dressing percentages for each lot were as follows: Lots 2 and 4 topped the market at \$9 per cwt. Each of these lots dressed out 60.3 per cent. Lots 1 and 3 each brought \$8.75 per cwt. The dressing per cent of these lots was 59.9 per cent. Lot 5 sold at \$8.50 per cwt. and dressed out at 59.6 per cent.

### NEW BULLETIN ON ALFALFA

Wisconsin has for years been an enthusiastic believer in the virtues of Alfalfa. Its experiment station has done much to bring this legume to the attention of Wisconsin farmers and as a result Alfalfa acreage in that state has increased enormously within the last five years.

A new bulletin has been issued by R. A. Moore and L. F. Graber of the Agricultural Experiment Station at Madison, Wis., under the title "Wisconsin's Opportunity with Alfalfa," which will interest not only the farmer but the elevator man or seed dealer who handles Alfalfa seed. It deals with all phases of Alfalfa growing and is illustrated. Special attention is given to methods of seeding and handling the crop.

A copy of this bulletin may be secured by application to the station.

### FEED REGISTRATION IN NORTH CAROLINA

After July 1, 1925, feed registrations are again to be permanent, a state of affairs which has not been since before the war. Changes in ingredients, analysis of composition and new brands should be made in January, 1926. In North Carolina there is no registration fee, although all feed sold bears a tax of 20 cents per ton for inspection. All changes must be submitted to the feed chemist for approval. The rules and regulations to be in effect in North Carolina are:

A. All feeds for livestock and poultry, except hays, straws and corn stover, when the same are not mixed with other materials, and except the whole seeds or grains of cereals when not mixed with other materials, must be registered and guaranteed; each bag of such a feed must carry a guarantee tag and tax tag at the rate of one cent per 100 pounds. Instead of a tag

the guarantee may be printed on the bag. There is no fee for registration. Registrations are permanent.

B. Feeds must be put up in 25-pound, 50-pound, 75-pound and 100-pound bags. Tax tags are to be had from the Commissioner of Agriculture in denominations of one-quarter cent, one-half cent, three-quarters cent, one cent, etc.

C. Statements to be printed on the containers or on tags attached thereto.—(1) Weight, (2) name or brand, (3) address of manufacturer or responsible party, (4) guarantee, to-wit, minimum per cent of protein and fat, maximum per cent of fiber, per cent of carbohydrates, name of each ingredient. This includes per cent of minerals added.

D. Prohibited.—Grit, charcoal, humus, peat, medicaments, non nutritives, stuffs—such as buck-



THE MUNSELL COLOR DISCS ARE ARRANGED ON THE SHAFT OF THE MACHINE IN FRONT OF THE HAY

wheat hulls and rice hulls—that are so low in feed value as hardly to pay the freight; and stuffs injurious to animals.

E. Screenings must be ground. If wheat feeds or other cereal feeds, contain screenings, the word screenings must appear as part of the brand or name in the same size and face type as the remainder of the brand or name, e. g., "Wheat Bran with Ground Screenings not exceeding millrun." Don't omit from the name the descriptive words "Wheat," "Rye," "Barley," "Corn," as the case may be.

F. Mixed feeds. Ten per cent protein the minimum permissible in mixed feeds containing such low-grade ingredients as cotton-seed hulls, peanut hulls, oats and other like hulls or chaffs, corn-cob, straw and all similar low-grade stuffs. Nine per cent protein is the minimum in all other mixed feeds.

G. Cottonseed meal must contain not less than 33.14 per cent of protein, equivalent to 6.5 per cent



AFTER THE MATCH IS MADE THE EXPOSED AREA OF EACH MUNSELL COLOR DISC IS MEASURED AND THE COMPOSITE COLOR OF THE HAY AND DISCS IS CALCULATED

ammonia. Mixtures of meal and hulls containing less than the above must be sold as cottonseed feed or under a name not containing the word meal.

H. Velvet bean feed. Velvet beans ground in the pod are to be branded as velvet bean feed, and the ingredients are to be stated as velvet bean meal and velvet bean hulls. Peanut oil meal, or the ground kernels less the oil extracted, contains no hulls. Unhulled peanut oil feed is a mixture of the meal and the ground hulls.

I. Penalties.—Persons violating the law are subject to a fine of \$50 to \$200 for each offense, and feeds which do not meet the requirements are subject to seizure, condemnation, and sale.

J. Copies of the law may be had by anyone upon application.



## NEW GRADES FOR FEED OATS

The new United States official standards for feed oats to go into effect September 1, 1925, were approved by Secretary Jardine on May 27. The grades provided for are as follows:

### OFFICIAL GRAIN STANDARDS OF THE UNITED STATES FOR FEED OATS

For the purposes of the official grain standards of the United States for feed oats:

**Section 1.** Feed oats.—Feed oats shall be any grain which consists of 30 per cent or more but less than 80 per cent of cultivated oats; may contain not more than 25 per cent of other grains; and may contain not more than 10 per cent of foreign material, which 10 per cent may include not more than 5 per cent of fine seeds. Feed oats shall consist of not less than 65 per cent of oats which may include wild oats.

**Section 2.** Basis of determinations.—All determinations shall be upon the basis of the lot of grain as a whole, including foreign material, other grains, and wild oats.

**Section 3.** Percentages.—Percentage, except in the case of moisture, shall be percentages ascertained by weight.

**Section 4.** Percentage of moisture. Percentage of moisture in mixed feed oats shall be ascertained by the moisture tester and the method of use thereof described in Circular No. 72, and supplement thereto, issued by the United States Department of Agriculture, Bureau of Plant Industry, except that the graduated measuring cylinder used shall be that described in Department of Agriculture Bulletin No. 56; or such percentage shall be ascertained by any device and method giving equivalent results.

**Section 5.** Test weight per bushel.—Test weight per bushel shall be the test weight per Winchester bushel as determined by the testing apparatus and the method of use thereof described in Bulletin No. 472, dated October 30, 1915, issued by the United States Department of Agriculture, or as determined by any device and method giving equivalent results.

**Note:** Under regulations pursuant to the United States Grain Standards Act, licensed inspectors are required to state under "Remarks" in all certificates issued by them for mixed feed oats, unless issued for an export shipment, the test weight per bushel in terms of whole and half pounds. For this purpose a fraction of a pound when equal to or greater than a half shall be treated as a half, and when less than a half shall be disregarded.

**Section 6.** Foreign material.—Foreign material shall be all matter other than grains and pieces of grains of cultivated oats, except other grains and wild oats, and shall include oat clippings.

**Section 7.** Other grains.—Other grains shall include wheat, corn, rye, barley, emmer, spelt, Einkorn, grain sorghums, and cultivated buckwheat.

**Section 8.** Heat-damaged grains.—Heat-damaged grains shall be grains and pieces of grains of cultivated oats, wild oats, or other grains, which have been distinctly discolored or damaged by external heat or as a result of heating caused by fermentation.

**Section 9.** Bleached mixed feed oats.—Bleached mixed feed oats shall be mixed feed oats which in whole or in part have been treated by the use of sulphurous acid or other bleaching chemicals. Bleached mixed feed oats shall be graded and designated according to the grade requirements of the standards applicable to such mixed feed oats if they were not bleached and there shall be added to, and made a part of, the grade designation the word "bleached."

**Section 10.** Weevily mixed feed oats.—Weevily mixed feed oats shall be all mixed feed oats which are infested with live weevils or other insects injurious to stored grain. Weevily mixed feed oats shall be graded and designated according to the grade requirements of the standards applicable to such mixed feed oats if they were not weevily, and there shall be added to, and made a part of, the grade designation the word "weevily."

**Section 11.** Grades.—All mixed feed oats shall be graded and designated as No. 1, No. 2, No. 3, or sample grade, mixed feed oats, as the case may be, according to the respective requirements thereof as specified in this section.

#### No. 1 Mixed Feed Oats

(a) shall be cool, sweet, and commercially sound,

and may be slightly stained;

(b) shall have a test weight per bushel of at least 32 pounds;

(c) may contain not more than 5 per cent of foreign material of which not more than 2 per cent may be fine seeds;

(d) may contain not more than 2 per cent of heat-damaged grains; and

(e) may contain not more than 14½ per cent of moisture.

#### No. 2 Mixed Feed Oats

(a) shall be cool, sweet, and commercially sound, and may be stained;

(b) shall have a test weight per bushel of at least 29 pounds;

(c) may contain not more than 7 per cent of foreign material of which not more than 3 per cent may be fine seeds;

(d) may contain not more than 4 per cent of heat-damaged grains; and

(e) may contain not more than 14½ per cent of moisture.

#### No. 3 Feed Oats

(a) shall be cool, sweet, and commercially sound, and may be badly stained or weathered;

(b) shall have a test weight per bushel of at least 26 pounds.

(c) shall contain not less than 30 per cent of cultivated oats;

(d) may contain not more than 6 per cent of foreign material of which not more than 4 per cent may be fine seeds;

(e) may contain not more than 6 per cent of heat-damaged grains; and

(f) may contain not more than 14½ per cent of moisture.

#### Sample Grade Feed Oats

Sample grade feed oats shall be feed oats which do not come within the requirements of any of the grades from No. 1 to No. 3, inclusive, or which have any commercial objectionable foreign odor, or are musty, sour, heating, hot, or are otherwise of distinctly low quality.

## NEW FREIGHT RATES ON COTTONSEED

The interstate rates in effect on carload minimum weight of cottonseed and related vegetable oils, cakes and meals in straight or mixed carloads, or mixed with cottonseed hulls, have been held unfair by the Interstate Commerce Commission. The Commission has ordered the new rates prescribed by it to be in effect by August 20.

## CLAIM YEAST IN MASH INCREASES FERTILITY

"There is probably no one question, the solution of which is more essential to satisfactory progress in the poultry industry today than that of increasing the fertility and hatchability of hens' eggs," says Professor Harry R. Lewis, formerly a poultry specialist at the New Jersey State University. At the Lewis Farms at Davisville, R. I., some interesting experiments have been made to test the value of dry yeast added to mash for laying hens.

Here are the feeding directions used:

Based on the weight of the dry mash used, one half of 1 per cent of dry yeast was mixed with the dry mash and sufficient water (preferably warm) added to moisten the mash. After thorough mixing, the mash was set aside in a warm place and allowed to ferment at a temperature of about 70° F. for 20 to 24 hours and was then fed. The quantity should be such that it will be consumed in an hour's time. The mash should be wet so that it will still crumble and a little moisture appear between the fingers when a handful is tightly squeezed. Buttermilk may be used in place of water. If a somewhat higher temperature (about 80°) can be maintained, one quarter of 1 per cent yeast may be used. The fermentation may be further accelerated by making the mash more moist. In this case it should be dried out by the addition of a little dry mash just before feeding. Fleischmann's Pure Dry Yeast may be fed in the dry mash which is before the birds all the time, but best results are obtained by feeding the fermented mash as used by Professor Lewis. Besides the beneficial action of the active yeast on the proteins and carbohydrates of the mash, the yeast content in such a medium is multiplied about ten-fold. When this moist mash is fed to the birds they are consuming the yeast in a live active state in which it can best serve its purpose.

In the 1924 test, it was noticed that during Jan-

uary and throughout February the fertility and hatchability from both groups of birds (part were fed yeast with mash; others fed straight) were about the same. In March, however, a decided gain for the yeast fed hens was noted, the fertility jumping from 81 per cent in February to 95 per cent in March, and the hatchability from 51 per cent in February to 72 per cent on March. While in the case of the non-yeast fed hens the fertility dropped from 82 per cent in February to 78 per cent in March and the hatch dropped from 53 per cent to 50 per cent in March.

"It is very apparent," says Professor Lewis, "that yeast played a very important part in inducing high fertility and excellent hatchability. It was apparent from the detailed records of hatch that it required about 10 days to two weeks feeding of yeast before its influence was observed upon fertility."

"Through other tests, it is evident that chicks produced from yeast-fed breeders have more vitality and are more disease-resistant as measured by the very material increase in per cent of livable chicks at the end of three weeks of brooding.

The advantage of feeding yeast in the form of a fermented moist mash is very evident, due primarily to the great increase which takes place in the actual volume of yeast during the process of fermentation.

## ASK GRADING OF STRAW

A petition was recently filed with the Minnesota State Railroad and Warehouse Commission by 15 balers, shippers and buyers of flax straw, that the straw be inspected and grades fixed in that state. The Commission has taken it under advisement and will make its report at a later day.

## MAKING FEED TALK

By HAMMERMILL

The elevator man who has been carrying feeds as a sideline only a short time is not always on to the advertising tricks in this trade which have been proved successful. An idea that has been used any number of times to advertise poultry mash or dairy feed, and yet one that is always new if it hasn't yet been used in a particular locality by a competitor, is the feed-on-varnish sign.

The sign can be made on the inside of a window that is noticeable to passerby, or it can be made on a strip of some light colored building material such as beaver board and then placed wherever it will be read the most. On either the glass or the board, the wording should be marked out in letters about two inches wide. It is best to tell the story in very few words, as the big letters take up considerable space. After some such line as MANSON'S MASH FOR HOT WEATHER FEEDING has been sketched out, take some ordinary floor varnish and apply it on the letters with a small brush. Then before it has time to set, sprinkle handfuls of the feed on the varnished surface. If the feed is clean and of good color, whoever reads the sign will recognize that from "reading" it.

## CONTENTS OF FEEDSTUFFS

An interesting analysis has been completed recently at the New York State Agricultural Experiment Station at Geneva, N. Y., of various commercial feedingstuffs offered for sale in that state, the result of which shows that high protein feeds are most popular. The ingredients of the feeds vary greatly and include wheat bran, wheat middlings, cottonseed meal, linseed oil meal, hominy feed, corn feed meal, ground oats, and corn gluten feed, says this official. Brewers' and distillers' dried grains were also held in high favor by dairymen when they could be obtained, but they have practically disappeared from the market now.

"While dairy feeds ranging from 11.5 per cent to 26 per cent protein are found on the market, by far the greater portion contain from 20 to 40 per cent protein, with the 20 per cent mixtures apparently in greatest demand," says the station chemist. "The selling price of a 20 per cent dairy feed ranges from \$40 to \$65 per ton, while on the average every dollar spent for feeds of this grade buys 9.7 pounds of protein as compared with as low as 6.6 pounds of protein per dollar for mixtures



containing only 11.5 per cent protein and selling at \$35 per ton. Dairy feeds containing as much as 24 per cent protein sell for an average of \$60 per ton, each dollar buying about 10 pounds of protein.

"Oat hulls, clipped oat by-products, Alfalfa meal, ground grain screenings, etc., are used to a considerable extent in compounding dairy feeds, especially feeds containing less than 18 per cent protein. These feeds should be mixed with more concentrated feeds to insure a balanced ration for the dairy herd."

### FEED LIFELESS IN NEW YORK

By C. K. TRAFTON

It seems needless to say that the dullness and unsettlement in the feed market during the past month created little or no surprise among well informed members of the trade because buyers almost invariably begin to show less interest as the weather becomes warmer and livestock is generally turned out to pasture. This, of course, was more particularly true of high protein feeds such as linseed and cottonseed meal.

In spite of the quietude there was no conspicuous depression in wheat feeds because the offerings were rarely, if ever, heavy for the excellent reason that production was only moderate as millers had curtailed their output owing to the light inquiry for flour. Buyers of flour were making lower bids as they nearly always do at this season.

Corn feeds were dull but comparatively firm as millers were refusing to make concessions of moment as supplies of choice corn were small. Little of importance was accomplished in beet pulp as sellers were comparatively scarce. Only small parcels were offered of domestic while practically no positive quotations were available for imported to arrive.

### HAY MARKET ADVANCING

The Cincinnati hay market is advancing rapidly at the present time as a result of extremely light receipts caused largely by the fact that farmers who still have old hay are holding for higher prices because of the disappointing prospects of the growing crop. Prices are rapidly changing to the new crop basis which promises to be considerably higher than last year's prices.

We quote to-day's market as follows: No. 1 Timothy, \$19-20; No. 2 Timothy, \$18-19; No. 3 Timothy, \$16-17.50; No. 1 Light Clover, Mixed, \$17-18; No. 1 Clover, Mixed, \$16.50-17.50; No. 1 Heavy Clover, Mixed, \$16-17; No. 1 Clover, \$16-17; No. 1 Alfalfa, \$18-21; No. 1 rye straw, \$15-16; No. 1 wheat straw, \$11.12.—*The Mutual Commission Company, Cincinnati, Ohio. Market letter of June 12.*

### HAY SLUGGISH IN NEW YORK

By C. K. TRAFTON

Heaviness and unsettlement were salient features in the hay market during the past month notwithstanding the receipt of unfavorable crop reports from the West where the long drouth caused much deterioration. It was averred that complaints were especially bad from Illinois, Ohio, Indiana and Iowa. It was alleged that there would be a serious shortage unless relief came speedily in the shape of copious rains.

In spite of the facts described buyers in eastern markets were declared to be manifesting limited interest, taking only small lots of superior grades in large bales to meet urgent requirements. On the whole business was just about as slow as it usually is at this season.

Farmers and country shippers have been selling only in a moderate way and therefore receipts of best grades by rail were still light but even so it was impossible to prevent an undertone of weakness. In the meantime receipts were liberal by canal and river boats and hence common and low grades were in abundant supply. Buyers were scarce and indifferent and consequently bids were often below cost of production and freight charges.

Toward the end of the month there was greater

firmness which was due almost wholly to limited offerings and not to any improvement in the demand. Patently the firmer claims of holders were based on the reports of damage by the high temperature and protracted drouth. The official report was bad as it suggested a total of all hay of only 95,827,000 tons against 112,450,000, harvested last year. Conservative dealers look for no material rise because they are convinced that the carryover from the last crop will be large, possibly 25 per cent.

### NEW FEED BRANDS

"PUSCO" feeds for poultry, cattle and horses. Phelps & Sibley Company, Inc., Cuba, N. Y. Filed March 16, 1925. Serial No. 211,122. Published May 19, 1925.

Poultry foods, namely laying mash and scratch grains. Farmers Syndicate, Inc., Cortland, N. Y. Filed January 29, 1925. Serial No. 218,802. Published May 26, 1925.

"DUNLOP MILLS" wheat flour, feeds for livestock, middlings, feeds for poultry, corn, barley and Alfalfa. Warner Moore & Co., doing business as Dunlop Mills, Richmond, Va. Filed March 5, 1925. Under 10-year proviso. Serial No. 210,570. Published May 26, 1925.

"UTILITY" animal foods of feeds for horses, mules, cattle, dairy cows, calves, hogs, sheep, goats, rabbits, dogs, cats and other domestic animals; also for poultry foods or feeds for chickens, ducks,

### "MILKMAKER" SUPERFINE DUNLOP MILLS



turkeys, geese, pigeons, birds and fowl. Pratt Food Company, Philadelphia, Pa. Filed March 2, 1925. Serial No. 210,403. Published June 2, 1925.

"RED HOG FEED" hog feed. Empire Milling Company, Minneapolis, Minn. Filed March 9, 1925. Serial No. 210,721. Published June 2, 1925.

#### Not Subject to Opposition

"EXCEL HEN FEED" poultry feed. Paul J. Hanft, New Athens, Ill. Filed July 11, 1924. Serial No. 199,885. Published and registered May 26, 1925.

"MILKMAKER" mixed dairy feed. The Vitamin Company, Logan, Utah. Filed January 20, 1925. Serial No. 208,367. Published and registered May 26, 1925.

"SUPERFINE" horse feed. Dwight Hamlin Company, Pittsburgh, Pa. Filed March 16, 1925. Serial No. 211,085. Published and registered May 19, 1925.

#### Labels Registered

28,426.—Title: "Holstein Special Dairy Ration." (For Dairy Ration.) Farmers Syndicate, Inc., Cortland, N. Y. Published January 15, 1925. Registered March 17, 1925.

28,427.—Title: "Farmers Syndicate Laying Mash." (For Laying Mash.) Farmers Syndicate, Inc., Cortland, N. Y. Published January 15, 1925. Registered March 17, 1925.

28,428.—Title: "Farmers Syndicate Scratch Grains." (For Scratch Grains.) Farmers Syndicate, Inc., Cortland, N. Y. Published January 15, 1925. Registered March 17, 1925.

28,429.—Title: "Farmers Syndicate Dairy Ration." (For Dairy Ration.) Farmers Syndicate, Inc., Cortland, N. Y. Published January 15, 1925. Registered March 17, 1925.

#### Trademarks Registered

198,883. Mineral feed used as a tonic for dairy cattle. Moorman Manufacturing Company, Quincy, Ill. Filed December 15, 1924.

### FEED NOTES

J. P. Jolley & Co., have closed their feed business at Wilmar, Ark.

The Erdmeier Feed Mill at Morreston, Ill., has been bought by Ernest Ranz.

C. L. Hosack has bought the Smith Feed & Service Station at Chanute, Kan.

A feed store has been opened at Tuscumbia, Ala., by Charles Wallace, formerly of Moulton.

A retail store has been opened at Ft. Dodge, Iowa, by the Ft. Dodge Flour & Feed Company.

The charter of the Apex Feed & Milling Company of Memphis, Tenn., has been surrendered by it.

Hall & Green bought the feed, flour and general store of M. H. Byers at South Charleston, W. Va.

The feed, poultry and produce business of Rhodes & Son at Mulvane, Kan., has been bought by A. A. Hatfield.

Equipment is being installed by the Peanut Products Company of Van Buren, Ark., for manufacturing feeds.

C. F. Morriss has sold his business which he operated at Richmond, Va., as C. F. Morriss & Co., to H. G. Spencer.

A modern feed store has been built at Newport, Ark., by John R. Loftin, well known feed and livestock dealer there.

The feed store at Austin, Texas, formerly known as the Economy Feed Store has been bought by the Grasso Seed Company.

Capitalized at \$10,000, the Dixie Feed Company has been incorporated at Savannah, Ga. J. H. Quint and J. W. Baughn are interested.

A feed mill with a capacity of two cars daily is to be erected at Lubbock, Texas, for the Economy Mills Company of Texas, at a cost of \$20,000.

A \$25,000 feed mill has been completed at Amarillo, Texas, by the Amarillo Feed & Seed Company. The company is headed by C. B. Cozart.

The Western Feed Manufacturers, Inc., of Chicago, Ill., have been shut down. For some time it was operated by Greenebaum & Sons, bankers.

Jo-Mil Feed Store, Inc., has been incorporated at Silsbee, Texas, capitalized at \$3,000. J. E. Josey, R. C. Miller and C. C. Chinsky are interested.

The Buffalo Wholesale Flour & Feed Company has been organized by Luther Williams and R. R. Rogers at Buffalo, Mo. Mr. Williams will be in charge.

Hay, grain and feed are to be handled by William H. Hobson who for years was manager of the hay department of L. F. Miller & Sons of Philadelphia, Pa.

An addition is being built to the feed mill of L. A. Wycoff of Schenectady, N. Y. The plant will be equipped with mixers, grinders and conveyors and electrical power.

The interest of Leigh G. Kirkland in the feed and flour business at Randolph, N. Y., has been sold to Rolland Harkness. The new firm will be known as Easton & Harkness.

To deal in hay in carload lots, the Edwin Anda Company has been incorporated in Chicago, Ill., capitalized at \$7,500. Edwin Anda, D. E. Turner and H. J. Cottle are interested.

The Wolfe Bros. Feed Store at Athens, Ohio, has been taken over by the Athens Cash Feed Store Company. The Wolfe Company was formed in 1904 by Ned Wolfe and A. A. Wolfe.

James A. Curtis, G. F. Penland and Richard F. Roberts have incorporated at Baltimore, Md., as the United States Farm Feed Corporation, and will deal in poultry feed and farm implements.

A feed mill and business has been opened at Oskaloosa, Iowa, by James Wake of the East End Mill, who has bought the building formerly occupied by the Oskaloosa Saddlery Company.

James P. McAlister & Co., and H. L. Robinson of Columbus, Ohio, have consolidated. The former business has been run since 1873 and Mr. Robinson has been in the hay and straw business for 30 years.

The controlling interest of Browne & Co., in the feed and flour brokerage firm of B. H. Williamson & Co., at Memphis, Tenn., has been bought by M. G. Odeneal. He will be in active control of the business.

A cottonseed oil mill costing \$200,000 is under construction at El Paso, Texas, for the Globe Grain & Milling Company of Los Angeles, Calif. The company owns the El Paso Grain & Milling Company which operates a 300-barrel mill there.

The Hales & Hunter Company is installing bolting and sifting machinery in its plant at Riverdale, Ill., to make a more uniform product in its soft feeds. The plant is being kept busy day and night on the brands of feeds put out by the Hales & Hunter concern including the famous Red Comb line of poultry feeds.



## Feed Manufacturers Hold Convention at New Orleans

**D**UE to generous preparations made by the local committee, the entertainment features of the annual convention of the American Feed Manufacturers Association, at New Orleans, La., were unusually attractive. The convention was held May 7 to 9, with headquarters at the Roosevelt Hotel, and the general chairman in charge of arrangements was B. T. Manard, who co-operated with great success with the banquet chairman, Arthur F. Ashner.

Hon. Harry D. Wilson, Commissioner of Agriculture, Baton Rouge, La., made the address of welcome, after which E. W. Elmore, of Oneonta, N. Y., president of the American Feed Manufacturers Association, responded briefly, expressing the gratification of the feed men at the welcome their seventeenth annual meeting had received at the hands of the Crescent City.

In his address, the president said:

### PRESIDENT ELMORE'S ADDRESS

You will please permit me to briefly bring to your attention a few thoughts uppermost in my mind of what we can and should do as members of our Association.

Few of us realize the amount of time and energy freely given by our various committees in dealing with problems of our association that should receive, when requested, more detailed information from our members. We must learn that our trade association is the magnet which draws together the competitors for free discussion of questions affecting the welfare of our activities. We must learn not to expect more from our association than we are willing to give to it. We must learn that the payment of dues does not release us from further obligations to our association or to ourselves. We should take active interest in enabling our committees to give us the information and assistance we desire.

The Department of Commerce says that only 10 per cent of American manufacturers know their costs. Let us hope it is better with us, but we all know ours are far from perfection. We must not think

"order-getter." The competitor who does not know his game gives the cut, works hard for little or no advantage, and at times of depression adds little or nothing to his tonnage. What we want is intelligent competition instead of ignorant competition. Please do not think that I am applying that hard word "ignorant" personally. We are all aware that there is much in our business that is hard to handle.

Our brainiest men, scientists, doctors, lawyers, etc., learned that they may be especially intelligent in their profession. The doctor does not practice as a lawyer, nor does the lawyer try to practice as a doctor, but some business man, if he has been an ambitious salesman, a good accountant, a banker, or capitalist, may undertake to manufacture feeds, many times believing he knows business because he has been successful in one branch of it. He may be successful for a time manufacturing feeds, but he will sooner or later run into snags. He has not had years of special instruction in all departments of manufacturing and merchandising feed and therefore is not intelligent competition but (to use the word in trade sense) is ignorant or untrained competition.

We are all far too apt to depend upon speculation for our success, long or short the market in grain or feeds, credits, long unprotected contracts and guaranteed prices. We should always be close buyers and know in detail that which is best in accounting, financing, manufacture and merchandising.

Speculation cannot be eliminated entirely, for we must keep our mills and warehouses stocked sufficiently to supply our trade promptly at all times, but let us not feature speculation, rather let us feature knowing our costs. What is the cause of most financial failures of feed manufacturers? I will venture it is nearly 100 per cent too much speculation and not enough knowledge of costs.

If you will permit me, I would like to confess that our firm has had much experience as one of the ignorant competitors, even though I have been actively associated in the grain and feed business nearly 40 years. We are still struggling hard to become free from that class and I am pleading for future assistance from our association.

It was not so many years ago one of our strongest, as we supposed, competitors of our firm chanced to meet me in the hotel where I was registered. We had dinner together—a good beginning, as it usually is. During the conversation I complained that we were not satisfied with the progress we were making and he asked me if it would offend me if he told me where we were wrong; he thought he knew, and it developed he did. He began by telling in detail what he was doing and then compared it with what we were doing and finally urged me to accompany him to his office to inspect his books. He would gladly answer any questions I wanted to ask, using his books and records for detailed information. We did not leave his office until two o'clock in the morning. (This was before the Volstead Act—personal liberty was ours, but we were teetotalers—that night.) I was convinced of many of our errors. We immediately changed many of our methods and our improvement was rapid. Of course, none of us is ever completely satisfied. He later told me it was one of the most profitable evenings he had ever spent. Why? Because he had eliminated a lot of ignorant competition and so we were both more successful.

It is in no way necessary to violate any of the provisions or amendments of the Sherman Act to work co-operatively as we should. Let us think, be frank, and our association will grow stronger—with us.

W. E. Suits, chairman of the Executive Committee, then gave his annual address, in which he said, in part:

### ADDRESS BY CHAIRMAN OF EXECUTIVE COMMITTEE

The activities of your Executive Committee are so thoroughly reflected in the reports of your secretary and traffic manager that it would be an unnecessary repetition for me to go into the details of the work done by the committee during the past year. I do, however, wish to keep you informed of the kind and character of service which the association, through its officers, is rendering to its members.

Our secretary meets with the Executive Committee, receives and executes its instructions and handles routine business. He is in constant touch with the chairman of the committee. The present chairman, like his predecessors, gives to this work freely and ungrudgingly of time and business experience.

Our secretary for 20 years has been associated with feed control association work, and I doubt if we could secure a better informed man in the class of work he has to do. He is personally acquainted with most, if not all, of the feed control officials in the states east of the Rocky Mountains and has assisted many of them to understand the practical features of feed manufacturing and marketing, thereby better enabling them to co-ordinate their regulations with business necessities, giving practical effective-

ness to the laws demanding honesty of purpose and declaration which are equally a protection to both the buyer and seller.

This mutual helpfulness and confidence has proceeded to the point that numerous control officials have invited Mr. Brown to consult and co-operate with them in matters under their jurisdiction.

Where changes in control officials occur, Mr. Brown with his well qualified good standing and wealth of knowledge, is able to enlighten the new officials regarding the long road of experiences we have traveled during the past 20 years, lined with experiments, restrictions, fallacies and successes, out of which were evolved the present standard of practices, regulations and procedures.

This harmony of ideals and co-operation of effort is especially valuable when some ill-informed legislator decides to introduce a bill that embodies ideas which experience has shown are impractical, unjust and unenforceable.

Our traffic manager, R. M. Field, is recognized



SECRETARY L. F. BROWN

throughout the country as one of the leading industrial traffic authorities and as such receives attentive audiences from the highest railroad officials and state and interstate commerce commissions.

Secretary L. F. Brown gave his annual report, in which he said:

### SECRETARY BROWN'S REPORT

I respectfully submit the following as the report of your secretary for the period beginning June 1, 1924, and ending April 30, 1925; our fiscal year not ending until May 31, it is impossible to report for the fiscal year.

During the year 1925, 44 states have or will hold regular legislative sessions. Considerable legislation having a direct bearing upon the feed manufacturing industry has been proposed. The following is a brief summary of such legislation thus far presented:

**Arkansas:** Two bills were proposed in the Arkansas legislature. One bill transferred the enforcement of the feed inspection law from the Department of Mines, Manufacture, and Agriculture, to the Department of Conservation and Inspection. The other bill reduced the tonnage tax from 20 cents per ton to 10 cents per ton. Both of these bills became law and became effective June 10 of the current year.

**California:** A bill introduced in the California legislature provides that each manufacturer shall obtain a certificate of registration from the Director of Agriculture annually. The cost of such certificate of registration to be \$100. Heretofore, California has not had a revenue measure in its feed inspection law. At the time this report was written, the outcome of this proposal was unknown.

**Connecticut:** A bill was introduced in the Connecticut legislature providing for a brand tax of \$15 for each brand of feedingstuffs. This bill became law and becomes effective July 1 of this year. Thus, Connecticut becomes another one of a growing list of states to provide a revenue producing provision to its feed inspection law.

**Illinois:** Two bills are now pending before the legislature of Illinois. The Flagg Bill reduces the brand tax from \$25 per brand to \$10 per brand. The Turner Bill substitutes a 16 cent per ton tonnage tax in place of the present \$25 per brand license fee, and provides for the issuance of tax stamps in denomina-



PRESIDENT E. W. ELMORE  
Re-elected for the ensuing year.

that by giving constructive information in our various departments or committees we are going to help some competitor build up his business to our disadvantage. This is not so—think hard—who are our hardest competitors? Not the ones who know their game, but it is the ones who do not know their game, or think they know it.

We all have times of trade depression, due to various causes, sometimes we know the reason but more often we do not. If we knew through our trade association the conditions in the country where we are active that the depression was general in our line of trade, we would not unwisely complain to our sales department and instruct them to cut prices when the tonnage was not normal. Its salesmen usually want to cut prices to bolster up their own sales. It is easier to be an "order-taker" than an



tions of 25, 50 and 100 pounds, and that the administrative officers shall not be required to sell stamps in less amounts than the value of five dollars or multiples of five dollars for each brand of feeding-stuffs.

The Turner Bill has the support of the Director of Agriculture. It is probable that the Flagg Bill will be withdrawn and the Turner Bill pressed for passage. At the time of the writing of this report, the Turner Bill has been favorably reported by the House Committee on Agriculture.

**Kansas:** A bill was introduced in the Kansas legislature providing for a six cent per ton tonnage tax, manufacturers to file sworn statements every six months and pay the fee of six cents based upon such sworn statement. The bill also required the kind and maximum amount of foreign mineral matter in poultry feeds to be declared. The bill further provided that in the event that certain materials were used as ingredients, that the kind and maximum amount of such materials so used should be declared. A further requirement was so worded that the registration of all brands of any manufacturer would have been automatically cancelled in the event that any one brand was found to be sold in violation of the law. Amendments were made eliminating the percentage of ingredient requirements and the cancellation provision, so that cancellations applied only to the brand affected. It was believed this bill would be enacted into law, but at the last moment, a group of local manufacturers believing they would rather buy tax stamps than keep a record of the tonnage sold in the state, were able to prevent its passage and a bill reducing the tonnage tax to eight cents per ton and including poultry feeds under its provisions, was enacted in its place.

**Massachusetts:** A bill was offered in the Massachusetts legislature reducing the brand tax from 20 dollars per brand to 15 dollars per brand. This bill, however, failed to be enacted into law.

**Michigan:** A proposal was being considered in Michigan to repeal the present brand tax requirement and substitute a tonnage tax requirement in its place or else exempt Michigan manufacturers from the provisions of the law requiring the payment of the license fee. However, as the result of a conference of interested parties held at Lansing, the proposals were abandoned.

**Missouri:** Two bills were proposed in the Missouri legislature, one providing a brand tax of \$25 per brand, the other providing for a tonnage tax of 10 cents per ton, payment to be made semi-annually on the basis of the tonnage sold in the state during the preceding six months as appearing in a sworn statement of the manufacturer. Other provisions were that the license number must in each case ap-

pearance limiting the fiber content of mixed feeds, but I have been unable to learn what disposition was made of this proposal.

**Wisconsin:** A bill was proposed in the Wisconsin legislature to require manufacturers to declare the minimum per cent of digestible nutrients on the label. At the conclusion of a hearing on this bill before the Senate Committee at Madison, the author announced that he would ask permission to withdraw the bill. Such permission was granted and the bill withdrawn.

**Decimal Weights Bill:** Again, the Decimal Weights Bill introduced in Congress by Mr. Vestal of Indiana failed of passage. Our association favors this measure. We believe it to be a constructive piece of



O. E. M. KELLER, CHAIRMAN OF BOARD

legislature and that efforts to secure its enactment into law should be continued.

Our association continues its membership in the Chamber of Commerce of the United States of America. R. P. Walden of the Corn Products Refining Company of New York is national councillor and F. J. Ludwig of the Chas. M. Cox Company of Boston, is substitute national councillor and represent this Association at meetings of that organization.

The Executive Committee at a meeting held January 23, 1925, authorized the Association to make application for membership in the National Poultry Council and this Association is now a member of that organization. H. A. Abbott of the Albert Dickinson Company, Chicago, and A. B. Conkey of the G. F. Conkey Company, Cleveland, Ohio, were designated to act as directors to represent this Association in that organization. Mr. Abbott has been honored by being elected a member of its Executive Committee. President Harry R. Lewis is on our program and will outline to you, the purpose of the Council.

The Association's card index list of brand names used for feedingstuffs now contains at least 7,000 names. Considerable time is spent each year in revising, adding to, and endeavoring to keep this list as nearly up-to-date as possible. This list is freely consulted by manufacturers contemplating the selection of new brand or trade names. Our list of names registered in the United States Patent Office for feedingstuffs, is, I believe, accurate and reliable and through the medium of the *Official Gazette*, we are able to revise this list each week and keep it up to date. We receive many requests for printed copies of these lists, but due to the fact that additions are constantly being made, it is impractical to print this list as it would very shortly be obsolete, or at least incomplete. The secretary's office, however, is glad to furnish such information as the card index may contain to our members in particular and the feed industry in general when requests be made for such information.

One copy of our "Digest of Feed Laws" which contains the principal requirements of feed inspection laws of the several states as well as the requirements of the Federal Food and Drug Act as applied to interstate shipments of feedingstuffs, together with a sheet giving the name, title and post office address of feed control officials is loaned free of charge to each active member of the Association during their term of membership. The work is bound together in an attractive loose leaf ring holder. It is revised annually or oftener if changes in laws necessitate and new sheets prepared and forwarded to the holders of the work. Before being printed and distributed, each sheet is reviewed by the proper administrative officer and therefore, the information contained therein, is believed to be reliable. By resolution of the Executive Committee at its meeting held December 20, 1923, your secretary was authorized to loan a second copy of this work to active members of the Association paying annual dues of \$300 or more when such loan was

requested. Any active member may secure the use of additional copies not provided for as above, on a rental basis of \$5 per annum.

The Joint Uniform Label Committee of which Dr. W. F. Hand of Mississippi is chairman, and consisting of six feed control officials and three representatives of the trade appointed at the 1921 annual meeting of the Association of Feed Control Officials of the United States and of which your secretary is a member, last year continued by that Association and directed by the endeavor to work out a system of uniform rules and regulations to be adopted by the feed control officials of the different states. I anticipate that Dr. Hand who is on our program, may discuss this endeavor more in detail.

At the special meeting of the Association held in Chicago on January 28, 1925, J. M. Ullman of J. M. Ullman & Co., Chicago, addressed the meeting on the subject, "Uniform Cost Accounting." After a general discussion which followed the address, a motion prevailed to the effect that it was the sense of the meeting that the Executive Committee should consider the desirability of engaging Mr. Ullman to endeavor to ascertain if it be practical to undertake the preparation of a system of uniform cost accounting for the feed manufacturing industry. In view of the importance of this undertaking, the Executive Committee felt it to be desirable to secure a more general expression from members of the Association before assuming the necessary financial obligations incident to this undertaking. It will probably be presented at this meeting for the association's consideration. It may be quite probable that some of the unsatisfactory conditions prevailing in the feed industry recently, may be attributed to the lack of employment of a comprehensive and reliable uniform cost accounting system. I believe this is a line of activity which the association could properly undertake and that its completion and general adoption and installations can be but productive of beneficial results.

A joint committee representing the Interstate Cottonseed Crushers Association and the American Feed Manufacturers Association, consisting of A. G. Kahn, manager of the Rose City Cotton Oil Mill, Little Rock, Ark., and Dr. Thomas C. Law of Law & Co., Atlanta, Ga., representing the former Association, and R. E. Cowan, manager of the Fort Worth Texas plant of the Ralston-Purina Company, and your secretary, representing the latter Association, are endeavoring to secure such modifications of the trading rules of the Interstate Cottonseed Crushers Association as will be fair and equitable to both associations.

**Price Fluctuation Charts:** During the fall of 1923, the Association issued a series of price fluctuation charts showing monthly price fluctuations on 36 per



G. A. CHAPMAN

pear upon the label as well as the kind and maximum amount of certain specified materials when contained as ingredients in mixed feeds. Another provision required the amount of digestible nutrients to be declared. The latter bill was amended by reducing the tonnage tax from 10 cents to five cents per ton, the requirements that the license number appear on label, the per centum of digestible nutrients and the per centum of certain materials being eliminated. Neither bill became law.

**New York:** A minor amendment became law which simply provides that the license fee shall be paid to the Commissioner of Farms and Markets for transmission to the state treasurer instead of payment being made to the state treasurer direct, as at present.

**Oregon:** A bill was proposed in the Oregon legis-



M. M. NOWAK

cent cottonseed meal in 100-pound sacks, Memphis basis, standard middlings and wheat bran in 100-pound sacks, Minneapolis basis, linseed meal in 100-pound sacks, New York basis, and corn gluten feed, bulk, Chicago basis for a period beginning January 1, 1911, and concluding August 1, 1923. Shortly after January 1, 1924, figures were submitted to our members to enable them to complete these charts to that date. Early in the present year, figures were submitted to complete these charts to December 31, 1924. As a result of the inquiry submitted to our membership, there appears to be a sufficient sentiment to warrant the continuance of this work and I believe your Executive Committee will authorize that.

There is a movement now under way in Chicago



which if it materializes will result in the erection of the largest building in the world to house agricultural and allied industries including transportation. The building is to cover four acres of space; the first two floors for exhibition and storage space, the third floor on street level, for a huge convention hall which will seat 25,000 people and have electrically operated walls to split up into smaller rooms. The building proper will be 18 stories high with a tower of 35 stories with club rooms on top floor. It will be operated largely by the tenants themselves who will determine eligibility for occupancy. The rentals are expected to be below that now being asked for desirable office, convention, and storage space. The plan is to erect the building on the southeast corner of Michigan Ave. at the Boulevard Bridge with a frontage of 280 feet on the avenue and 800 feet along river, with railroad tracks and water transportation facilities right into the building. At a recent meeting in Chicago and attended by those interested in agriculture and allied industries, we were told that financial interests were ready to erect this structure provided such industries would support the undertaking to the extent of occupying space therein.

H. R. Bill No. 646, introduced in Congress by Mr. Mills of New York and which became law on February 14, 1925, is known as the United States Arbitration Law. It proposes to make valid and enforceable, written provisions or agreements for arbitration of disputes arising out of contracts, maritime transactions or commerce among the states or territories or with foreign nations. It will apply to contracts involving commerce among the several states or with foreign nations as well as maritime transactions. It does not apply to contracts of employment of seamen, railroad employes, or any other class of workers engaged in controversies arising thereunder or an agreement in writing to arbitrate any existing controversies thereunder will be valid and enforceable except on such grounds as exist in law, or equity for the revocation of any contract. Where suit is brought in a Federal court upon a contract containing an arbitration clause, the court if it would otherwise have jurisdiction of the cause, upon application of one of the parties, would stay the trial of the action until arbitration had been had as provided in the contract. It is believed this legislation offers a medium for arbitration of any dispute, resulting in speedy settlement, thereby saving much time, expense, and litigation.

At our last meeting, I reported a net membership



H. A. ABBOTT

of 142. During the year, due to consolidation, non-payment of dues, resignations, and other reasons, 14 members were dropped from our membership roll. Ten new members were added, membership on April 30 being 138, a net decrease during the year of four. Not a bad showing under the circumstances.

In my report on legislation, I omitted to mention an Iowa bill which provided that in addition to securing registration as at present, manufacturers would have been required to secure a permit from the Board of Supervisors of every county in the state in which they desired to sell their feeds before offering same for sale. While this proposal looked a little dangerous at one time, it was not seriously considered and was never reported from the committee to which it was referred.

Other speakers included Otto Weiss, who read a paper bearing on early efforts in connection with marketing Alfalfa meal, Prof. Harry L. Lewis, of

Davisville, R. I., on "The National Poultry Council," Dr. W. F. Hand, state chemist in Mississippi, on "A New Period in Feed Control Work," and several others.

#### ADVERTISING ETHICS

A. F. Seay, vice-president of the Ralston-Purina Company, St. Louis, Mo., spoke on "Ethics in Advertising," saying:

Since many of us started in business there has been a great change in customs and business ethics. There is going on in this country a tremendous movement among business men of the higher type to achieve an ideal which heretofore seemed impossible. To the business men of 20 years ago the matter of ideals usually gave way to what were then customs of trade.

Today associations of various trades are debating with considerable seriousness whether the lack of common honesty in business has not been a serious setback to the progress of their particular trade. The feed industry is trailing far behind many industries in recognizing this fact and in eliminating unfair and unwise practices. This is probably costing the feed industry millions of dollars a year. The very fact that we are far behind some other trade groups does, however, enable us to profit by the experiences of others and to quickly put into effect plans that should largely remedy the situation.

I honestly believe there would be less home mixing today had we been more truthful in our advertising and sales work.

Should we study 100 concerns in the given industry we would find that a few are intentionally dishonest. A large group makes a conscientious effort to be absolutely honest. A much larger group is generally honest though many of its practices are open to question. This is sometimes excused on the basis that others do it and that competition forces them to wink at certain practices.

Let me say right here, you must have some individuality in your own business if you ever hope to build tonnage that you can depend upon. You are sure to get into trouble following the unethical practice of others.

In the trade groups where real progress has been made in rectifying this situation, it has been found that in a majority of cases unfair and unwise trade customs may be eliminated by setting up a standard of practice to which every member subscribes. There must also be an effective and workable plan for enforcing this standard, which fortunately is now available. Such a code of ethics is like everyone in a boat agreeing that no one shall rock the boat, and then, by inside pressure or outside assistance, effectively handling any who insist on rocking the boat.

We adopted a code of business ethics for this Association last year. How many of you have read them over or thought of them since that time? I know of certain manufacturers who are not following them.

In our own business I refuse to handle general complaints. If anybody has a complaint to make I want it backed up with specific evidence so that I may put my finger on the trouble and rectify it. As stated, I am going to refer to specific cases, without mentioning the name of the manufacturer, to clearly illustrate what I mean. A recent study of the advertising material of the feed industry as a whole shows pretty clearly why the general public hasn't great faith in the claims made by feed manufacturers and why a certain prominent editor when recently confronted with data concerning feed tests merely said, "preposterous," and refused to further investigate the matter. This is a very serious situation and it may be rectified only by every member of this Association heartily entering into a campaign to eliminate dishonesty, misstatements, exaggerations and matter intended to deceive. Little do we realize the enormous annual cost of trying to build business when our practices are in so many cases questionable or downright dishonest.

How many of you honestly believe what you say in your advertising? It will pay some of you to get a new slant on the material you put in print.

In considering the following examples please put yourselves in the mental attitude of a paper editor, an agricultural expert or a well posted feeder who has a good working knowledge of feeds and animal nutrition. I have before me a letter put out by one of our members. It is generally recognized that the dairy feed put out by this concern doesn't rank well in the opinion of experienced dairymen. There are, however, good points about the ration which may honestly be developed. To quote from their letter:

"For more than 20 years we have manufactured a scientifically mixed feed for dairy cows—and we have tried out Bank Feed against all other rations. Results show that we have what is absolutely the best feed possible for milk cows."

Anyone realizes that they have not tried out their feed against all other dairy rations and that the results have not proved that this particular feed is absolutely the best feed possible for milk cows.

I have another circular showing that one of the largest dairy herds in the country is fed on a certain ration. A well known professor, prominent in agricultural college circles, recently went to this farm

and found that the particular feed has not been used for at least six years.

I have a circular put out by another concern that makes the claim that their ration will give: "Increased milk production with richer and creamier milk—the kind of milk that gets the preference at the creamery, etc."

Years ago it was proved that the butterfat content of the milk of a cow is fixed and cannot be permanently altered by the use of any particular ration. It may vary slightly during periods of lactation or because of an upset physical condition, but the claim of making creamier milk is, to quote the editor "preposterous."

I have a book, showing pictures of certain very famous dairy cows. Beside each cow is a picture



CHARLES A. KRAUSE

of a bag of a certain brand of feed. The accompanying text talks about the records and the great milk production properties of the particular feed. The facts are that few, if any, of the cows pictured made their records on or have ever eaten the particular feed. It is purely advertising material prepared with an intention to deceive.

I have a circular put out by one concern in which whole sentences and in places whole paragraphs are lifted bodily from the circular matter issued by another concern. It is difficult to understand the ethics of the individual who prepared that matter.

In my opinion this is very bad form. Write about your products in your own way. Do not copy from some other manufacturer.

Sometime ago a man came to our office and stated that he had been working for another feed concern and he wished to get for us testimonials concerning "any famous cow in the United States." We asked him how this could be possible when many of the herds were not fed on our ration. He simply smiled and said, "That will be easy, just leave it to me." When further questioned he stated that he would carry a pocket full of our feed and if we insisted shove it in the nose of the cow. He told us to pay him his price and he would get the testimonials.

I have a circular which refers to tests concerning molasses which were made years ago and which have since been proved to be erroneous, which facts are generally recognized by any who are well posted concerning animal nutrition. This matter, however, is presented as up-to-date facts.

I quote the following:

"Blank Feed has never contained even the smallest particle of oathulls, ground corn cobs or stalks, fine cut hay or straw, ground cottonseed hulls, weed seed, molasses, grass, Clover or Alfalfa roughages. Nothing you would not want in a high grade dairy feed."

"When you buy a feed that contains some 'Filler,' it may be cheaper than Blank Feed. But it can't produce the milk."

Such advertising is both destructive and contains misstatements. The classing of certain ingredients of recognized great value with ground corn cobs, corn stalks and fine cut straw, followed by the statement that this "Filler" cannot produce milk is the type of advertising that tears down the industry rather than builds it up.

I could go on indefinitely, but I know from those few instances that you appreciate that the feed in-



dustry is suffering from trade practices that have been eliminated from many other industries.

These same general evils exist in the selling end. I want to pause here long enough to refer to some of them.

a. Long time contracts without carrying charge being added;

b. Guaranteeing prices against decline.

If you buy raw material to cover it costs money to carry same. Do you know what it costs you? If you do not buy raw material to cover your sales you are speculating. Why not go on the Board of Trade? Why invest money in a business and worry with salesmen and all the other grief that comes in the feed business?

c. Accepting bids from one to five dollars under your list price. If your list price is right, why should you accept offers? Many do this.

One manufacturer told me the only money he made was on his purchases. You are not on a sound basis if you do not figure a profit on the daily market price of the ingredients you use. We have found it takes most of the profit you make on your purchase to pay losses on purchases, then where is your profit if you do not have it in your overhead?

If you do not have any losses on your purchases, why worry with the feed business?

d. Cutting prices to force additional tonnage:

An analysis will show you are better off financially if you will cut your expenses to meet the tonnage you can at a profit.

e. Changing formulas and using cheaper products so as to make a lower price:

I have been very much surprised to observe this is being done this past year. In doing this you destroy the confidence in mixed feeds in your own products. You can never hope to build a permanent business on this basis.

f. Accepting statements of sales representatives as to what other manufacturers are doing:

Many manufacturers change their selling plans because salesmen tell them that such and such is being done. It may not be true to all.

If you will always be sure to have your sales representative submit definite evidence on practices of other manufacturers that they report, you will save money.

g. Some manufacturers are starting to sell on credit in order to force business. I am glad to know they are in a position to do so. I know we are not.

h. Now, gentlemen, I have said what I believe is for the good of the industry. If you want to continue as you have, it is satisfactory as far as my company is concerned. We grow a little every year and make satisfactory returns on our investment. I have every reason to believe we will continue to do so.

I would leave this question for you to answer: Are you making satisfactory profits on your investment? If not, why?

In discussing needed reforms, he concluded by saying:

I do feel, however, that we are big enough and sufficiently farsighted to clean our own houses, and that by true co-operation we can quickly eliminate those practices that are tearing down and are rocking the boat for all of us. I wish to present, as a suggestion, and not as a model, the following standard of practice:

#### Standard of Practice for Feed Manufacturers

1. No dishonest statements shall be used.
2. No statement or illustrations shall be used with an idea to deceive the public.
3. Testimonial letters must be dated and should be free from any statements that might mislead the public as to the true facts.
4. Derogatory and "knocking" advertising matter which tends to tear down the industry or shake public confidence in the products of any feed manufacturers should not be used.
5. Exaggeration and statements that cannot be substantiated by facts should be avoided.
6. References to tests and data that is generally recognized to be out of date should be avoided.
7. Copying or plagiarizing the advertising material or illustrations of other manufacturers should be avoided.

David Thibault, editor of *Modern Farming*, spoke on "Educational Obligations of the Feed Manufacturer," and J. J. Donahue, general claims attorney for the L. & N. R. R., addressed the meeting on the subject, "Are the Railroads Entitled to a Legislative Holiday?" Lunch conferences of sales managers were held, presided over by George S. Keith, of Nashville, Tenn. and O. E. M. Keller, of Chicago.

The officers elected for the coming year included the following:

President, E. W. Elmore, Elmore Milling Company, Oneonta, N. Y.; first vice-president, J. B. Edgar, Edgar-Morgan Company, Memphis, Tenn.; second vice-president, B. T. Manard, Penick & Ford Company, Ltd., New Orleans, La.; third vice-president, E. B. Savage, International Sugar Feed Company, Minneapolis, Minn.; secretary, L. F. Brown, 53 W. Jackson Blvd., Chicago, Ill.; treasurer, W. R.

Anderson, Milwaukee, Wis.; traffic manager, R. M. Field, 53 W. Jackson Blvd., Chicago, Ill.

The Executive Committee includes: W. E. Suits, chairman, The Quaker Oats Company, Chicago, Ill.; H. A. Abbott, The Albert Dickinson Company, Chicago, Ill.; G. A. Chapman, Riverdale Products Company, Chicago, Ill.; D. W. McMillen, The McMillen Company, Fort Wayne, Ind.; M. M. Nowak, Nowak Milling Corporation, Hammond, Ind.; A. F. Seay, Ralston-Purina Company, St. Louis, Mo.; and the president is ex-officio, a member of the Executive Committee.

The Board of Directors will include: O. E. M. Keller, chairman, J. J. Badenoch Company, Chicago, Ill.; E. J. Eshelman, J. W. Eshelman & Sons, Lancaster, Pa.; G. G. Keith, The Hermitage Mills, Nashville, Tenn.; Chas. A. Krause, The Chas. A. Krause Milling Company, Milwaukee, Wis.; F. J. Ludwig, The Chas. M. Cox Company, Boston, Mass.; J. L. Marshall, Jr., Kentucky Feed & Grain Company, Louisville, Ky.; John C. Reid, The Corno Mills Company, Cedar Rapids, Iowa; W. R. Smith-Vaniz, Royal Feed & Milling Company, Memphis, Tenn.; T. E. Snyder, C. U. Snyder & Co., Chicago, Ill.; S. J. Thompson, The Ubiko Milling Company, Cincinnati, Ohio; Charles Staff, The Larowe Milling Company, Detroit, Mich.; Otto Weiss, The Otto Weiss Milling Company, Wichita, Kan.; E. Wilkinson, Western Grain Company, Birmingham, Ala.; J. M. Wilson, Meridian Grain & Elevator Company, Meridian, Miss.; C. P. Woolverton, Grain Belt Mills Company, St. Joseph, Mo.; and the president is ex-officio, a member of the Board of Directors.

## THE LAW OF ATTRACTION

By TRAVELER

The big job in any form of business, is to get the prospective customer's attention—to get him into the store or place of business. Once get him there, and the battle is half won—the rest is purely a question of courtesy and good-salesmanship.

Today, however, so many alluring devices are employed that only something unusual and strikingly original can grip the attention of the customer sufficiently to steer him past the other tempting baits that are held out to drag him in.

Competition in the elevator business has reached a point where the elevator man must take his place

on the fighting line and constantly devise new methods for attracting his trade.

While traveling in the southern part of Ohio, recently, the writer came upon an unusual scheme employed by small-town communities for bringing the country people into town. It is quite possible that this plan, in a modified form, can be used successfully by elevator operators.

In this small town, a progressive printer gets out a small folder, monthly, called: "Community Club News." Membership in this club is contingent, merely, upon payment of the cost of a small advertisement in this folder. This also covers the cost of mailing to a list of country people.

Among other things, the folder will announce that on a certain date an auction sale will be held on the streets of the town, at which livestock, farming implements, automobiles, furniture and new goods from the various stores will be sold. The individual ads of the various stores will also list special bargains. Provision is made for games and contests to furnish entertainment for the crowd.

In a word, it is the old idea of the rural sale elaborated upon and made to fit into the needs of the business men of a small community.

The same idea may be carried out in the elevator business—either individually or in collaboration with other merchants located in the vicinity of the

Where an elevator handles quite a number of side-lines, the management can put this idea into effect purely for its own benefit. There is always more or less stock on hand which ordinary methods fail to move quickly. Let the elevator inaugurate "Month-End Sales" at which this dead stock can be offered at attractive prices. Get out folders and mail to the country people in the vicinity, or get out sale bills and post them around the country, the same as is done with the farm sales.

No farmer can resist the lure of a sale, and if something is offered in the way of entertainment the elevator management can be reasonably sure of a large crowd on hand on the day of the sale.

When this plan has been in effect for a month or two, the countryside will be looking forward to the day of these sales and will require little urging to bring them in. In fact, much of the success of the plan will hinge upon the manner in which the crowd is treated after arrival, and this should be a matter entirely up to the management.

## Hints for the Elevator Millwright

By OLD TIMER

SOME patches which Mr. Davis had glued to his cotton gloves, for working worked all right until one day he got his gloves wet, and then it was all off, patches and glue, the latter sticking to tools and to fingers. Mr. Davis did a bit of thinking, read up a page in one of his books, and then mixed some bichromate of potash with a little hot glue, dissolved the potash thoroughly, then glued on some more patches with the prepared glue. As soon as the patches had become dry, Mr. Davis laid the gloves in bright sunlight for an hour or two, put them on and worked in wet weather and dry, without the patches coming off. The bichromate of potash in the glue, had been rendered insoluble by exposure to sunlight, so that the glue prepared could never again be softened by water.

Big Bill had some leather work gloves which were getting a bit thin on the finger-tips, and he was wondering if he couldn't glue some duck patches on them as well as on the cotton gloves. Then he thought of using leather cement for fastening the patches, and after a bit more thinking, some patches were cut from worn-out gloves with the big wad-cutter and fastened upon the gloves with rubber cement. Mr. Davis was a little afraid the leather cement would let go during rainy weather, but he knew that the rubber cement would be waterproof.

\* \* \*

When Mr. Davis first went to work for Mr. Marston he was hard put to find material for the many bolts and rods used in making the wooden-construction bins then used in the elevator. The many changes and improvements required a large quan-

tity of bolts, and Big Bill sometimes jokingly remarked that he spent half his time making bolts, "and 'tother half hunting iron to make 'em of".

Mr. Davis got in touch with a neighboring junk dealer, and in his yard found a lot of old bolts and rods which were purchased at about junk prices, and worked readily into very acceptable bolts and rods. Mr. Davis, however, complained that there was one thing wrong with junk-yard bolt stock, "there was often not just what was wanted, and not enough of it either." However, it was found that bolts from junk-yard stock were much cheaper than from new stock, the labor being less, as a good many heads and threads could be saved and used. Much of the work of making bolts of specified dimensions was done by welding.

One day, while in town, Big Bill hit upon an idea which led to changing altogether his "junk-yard method" of making bolts and rods. In the store of a dealer in heavy hardware, he saw a lot of "bolt-ends," some with heads and some with threads, and he found that he could purchase these ends at a figure but very little higher than what he had to pay for stock in the new solid bars. Here was the solution of the bolt and rod problem—a quantity of ends, both thread and head, were purchased, in all the sizes likely to be used at the elevator. Then, some plain rods of each size were added, and nuts to fit the threaded ends were sent along also. Now when a bolt or a rod is required, it is the work of but a very few minutes to weld together a head, thread and rod of proper length and the bolt or rod is ready for use without having to cut a thread or forge a head.



# ASSOCIATIONS

## KANSAS DEALERS MAKE WICHITA HEADQUARTERS

The roof garden of the Broadview Hotel in Wichita, Kan., was the scene of great activity on the morning of May 21, when the twenty-eighth annual convention of the Kansas Grain Dealers Association opened, and President C. C. Isely delivered his address. Especially interesting paragraphs from his speech are quoted below:

It may well be a matter of pride to the grain trade that, through economy and efficiency, the farmers' grain has been handled at a merchandising margin incomparably less than that of any other commodity of commerce. Competition has been so keen that in many markets the buyers bid the full value today for what they hoped the grain would bring them loaded on a car tomorrow. Any profit made by such a method is purely speculative and it is reasonable to assume that most of the profits which have accrued to country shippers have been of this nature largely speculative. Merchandising grain in this way is a precarious business.

Everyone knows the value of hedging facilities, which the open market affords. We also know the benefit to the producer, when facilities for buying are so simple. A British importer does not have to go out in the country and buy 1,000 bushels here and there from a farmer or 5,000 bushels here and there from a country dealer. If he wants the wheat he can buy the option and his purpose is reflected in a steady market. It is convenient for farmers to sell their wheat in July. A speculator doesn't have to buy an elevator and put this wheat away. He can come in during this flood and support the market by a simple speculative purchase. Without these facilities the infinitesimal spread between the producer and the consumer would be sharply widened.

The grain business above all needs stabilization. Next to the initiation of the Dawes plan the resumption of the gold standard by Great Britain is a stabilizing influence of the greatest magnitude. We should congratulate our Federal Reserve Bank and our big banking institutions for their work in helping accomplish this noteworthy achievement. If financial stability could now be brought to Belgium, France and Italy, the adjustment of the post war economic difficulties would be nearly complete. For the benefit of the agriculture of this country it is therefore highly essential that our Government should apply the principles of the Dawes plan in settling the debt problems of these countries.

Secretary E. J. Smiley addressed the members and gave out much valuable information about the work of the current year. His closing suggestions to the Kansas trade received close attention. In part, he said:

Your secretary prepared three bills for introduction in both houses of the legislature. The first bill, to reduce the cost of inspection and weighing; the second, to increase the salary of the chief grain inspector and his first assistant; the third, a bill to repeal the local warehouse law enacted in 1923. We secured the enactment of the bill providing for material reduction in the fee for inspection and weighing of grain. The law now provides that where the money in the revolving fund amounts to \$80,000 the fee for inspection and weighing shall be reduced to 60 cents per car for both weighing and inspection, until the amount in the revolving fund is reduced to \$40,000, then the fee shall automatically increase to \$1 per car.

The Grain Marketing Company having failed to comply with the terms of the Capper-Volstead Act in selling stock to farmers, is now attempting to interest elevator owners and operators in the mid-western states in the sale of preferred stock. The company has furnished these salesmen with a highly colored prospectus showing cuts of the terminal elevator properties belonging to the Grain Marketing Company.

### CLOSING SUGGESTIONS

- (1) Confirm all sales of grain on printed form day of sale.
- (2) Read carefully your confirmation of purchase as soon as received. Bear in mind that a confirmation is a contract and is enforceable. Bear in mind that a contract, according to common law, does not become a contract until closed, and conclusive evidence shows that the minds of both seller and buyer have met in agreement on the vital matter of the contract.
- (3) Do not accept bids on sale of grain from parties not known to you. Our office will cheerfully furnish you information as to the standing and reputation of any firm in the country.
- (4) Refuse to sign any agreement or contract that you do not fully understand.
- (5) File claims for loss in transit, overcharge, etc., as soon as you secure supporting papers.
- (6) Do not buy grain unless you have a profit at time of purchase.
- (7) See that your bank forwards all drafts to which is attached S/O B/L, in order that such drafts will reach their destination on arrival of car, saving demurrage and reconignment charge.
- (8) Do not accept farmers' statements of prices paid in competitive towns above what the market will justify.
- (9) Do not attempt to hide or conceal inferior grain when loading cars. Sooner or later you will be caught and your reputation for square dealing will be questioned.
- (10) Attend all group meetings of grain dealers when held in your community. Doubtless you will pick up some information of value to you in your business.
- (11) Give your association the support to which it is entitled; speak a good word for the association whenever the opportunity presents. Remember, this is your organization.

### THURSDAY AFTERNOON

In the afternoon meeting, at which W. B. Dalton,

chief state grain inspector presided, the following committees were appointed:

Resolutions: L. H. Powell, Wichita, chairman; C. M. Cave, Sublette; P. C. Pate, Joplin, Mo.; J. B. English, Cimarron; Geo. B. Ross, Ottawa.

Auditing: C. A. Kalbfleisch, Harlan; O. Q. Marsh, Iola.

"Price Trends In the Wheat Market," was the subject of the talk given by Professor Green, of the Kansas State College, at Manhattan. He used charts to emphasize his points in regard to the pendulum like swings of the market. E. D. Clark, of Tampa, spoke on "Why Shippers Should Not Be Compelled to Pay Interest On Grain Sold F. O. B. Track." Some discussion followed this address, and the convention was then adjourned until the following day.

### FRIDAY MORNING

Clyde M. Reed, former chairman of the Kansas Public Utilities Commission, and J. R. Ladlie, of Liberty, who spoke on "Bunc," preceded C. M. Cave, of Sublette, who spoke on "Legislative Matters." "Before becoming a member of the legislature," said Mr. Cave, "I had much respect for the ability of grain dealers, but during the session at Topeka I lost some of it because of things the grain dealers did or did not do." He went on to say:

We need to work more closely with our farmer patrons, and with the general public, and educate them in the service we perform.

One suggestion I have to make is that we grain dealers should organize ourselves into county and other local units for the purpose of meeting once or twice a month to iron out our local troubles. Also we could then reach our public better. Another thing we ought to correct is the variation in prices paid for grain. Prices should be uniform. Nothing makes the farmer more suspicious of grain dealers than to find two or more prices paid for identical grain in the same town the same day. There is no reason for it so far as he can see, and I don't know of a reason myself except that we are fighting each other.

Our state grain inspection department must be taken out of politics. No matter how competent the chief inspector may be, nor how honest, he is put in his office by politicians and they have him very much in their power. The inspection department should be operated in some manner similar to the state board of agriculture.

"The Kansas Wheat Girl," Miss Vada Watson, spoke to the dealers at this session. Woody Hockaday, of Wichita, who has won lasting fame as a Kansas wheat advertiser, also spoke a few words to the convention.

### FRIDAY AFTERNOON

After a discussion of the paper of H. P. Trusler, Emporia, "Why Privilege Trading Is a Protection to the Country Elevator Operator," the following resolutions were adopted:

Resolved: That we as representative grain dealers use every effort to inform the producing public of the rights guaranteed to them under our laws and of the privilege of free use of the Kansas Grain Inspection Department and their privilege to patronize the established grain markets of our country on the same terms and same charges as any other shipper of farm products.

Resolved: That it is the sense of the grain dealers in session at their twenty-eighth annual convention in Wichita,

That they are opposed to the movement now underway proposing metric legislation.

Other resolutions expressed disapproval of the Kansas law whereby 10 per cent is taken from the grain fund of the state and placed in the general fund as a contingent fee, and objection to politics in state grain inspection work.

Mr. Hockaday's services in behalf of the grain trade were endorsed. A vote of thanks was also tendered to the members of the association who took care of the entertainment, and to the Wichita Board of Trade.

Very good entertainment was furnished at the banquet in the evening, as well as good banquet fare. The new quarters of Elks' Club were given over to the dealers for the banquet.

## OKLAHOMA DEALERS HOLD CONVENTION

On May 19 and 20, the twenty-eighth annual meeting of the Oklahoma Grain Dealers Association was held at the Skirvin Hotel, in Oklahoma City. There were nearly 250 grain dealers in attendance and the sessions were enlivened by a good amount of friendly greetings as well as beneficial discussions. President Bouldin presided, and after the official welcome by President E. Overholser of the Oklahoma City Chamber of Commerce, the president's address was given by Mr. Bouldin, who said, in part:

The Arbitration Committees of these associations are at your command. Before them you may present your claim against the party with whom you have a dispute. These Arbitration Committees are made up of competent men who render judgment in disputes in a most capable manner. They take action quicker than you could get a decision in court and it is handled for you at practically no expense.

In addition to these things, when you are a member of the association you are supporting those who are fighting your battles. You have an able man as your secretary who is on guard for you and protecting your interest every day in the year.

When radical legislation adverse to your interests is threatened, your secretary and your Legislative Committee are on guard and doing everything possible to protect your interests.

And in this day when paternalism threatens to wipe out independent business men and turn business over to political appointees, it is highly important that we have someone on guard.

Probably you already know these facts; however, it is sometimes a good thing to be reminded of the facts we already know. You are already members of the association and doing what you can to support it, however, I suggest that you do not stop at that. Talk to your friends and competitors who are not members of the association and urge them to become members. Let each do his part for the common good of all.

In delivering his annual report, Secretary C. F. Prouty said, among other things:

### SECRETARY'S ANNUAL REPORT

In recent years much legislation by Congress has been against the conduct and operations of the Chicago market in which it is claimed prices and market values of agricultural products are widely enhanced, unduly lowered, or otherwise greatly changed almost every day on very slight pretext, or for no apparent just cause or reason, and we sometimes wonder if there are not really some just grounds for the complaint and criticisms.

During the 10 or 15 years immediately prior to the great world war, it was not an uncommon practice for grain dealers in many sections of the country to operate safely on a margin of three cents per bushel to cover operating expenses, hazards and profits. During these years fluctuations in market values were very slight, sometimes not varying over a cent or two in a week or month, and the advance or decline was usually steady and gradual, seldom ever fitful, violent or spasmodic. Price values in those years were lower, but stable, consequently the risks and hazards of the country grain buyer were minimized, and the farmer or producer received close to the market value for his products.

But what of today? What has been your experience this last year? Shortly after the beginning of movement last summer crop experts and statisticians, and price and crop bureaus had a big world shortage figured out, and as a consequence, prices went higher and advanced steadily throughout the remainder of the season until March, wheat advancing over seventy-five cents in that time. It was a world crop shortage condition, there was not enough to go around, the starving people of Europe had to have the wheat, and many of the knowing ones predicted much higher advances before another crop is available. On March 2 May wheat was \$2.02, on March 17, two weeks later, it was at \$1.51, and on April 3, another two weeks later, it had gone to \$1.36½, making a total decline within a month of 66 cents per bushel. Yet the same bullish statistics, and the same world's impoverished conditions was more in evidence at time of this sudden decline than they have ever been during the big steady advance which was caused by them.

What is the explanation? In this instance it cannot be that much used and often convincing answer, "Supply and Demand." It will not at this time fit. Is it speculation? We have been told that any legislation tending to restrict or eliminate the outside speculator is detrimental to the best interests and healthy condition of a stable market, and that the speculator is in fact, as the governor to an engine, the great necessary stabilizer that prevents wide and undue fluctuations which would often happen were it not for his presence to apply the brakes.

The experience of the past few months does not seem to sustain such logic. Where is the fault? Is it because of too much speculation, or not enough speculation? If speculation is at fault, then why should there not be some limitation or restriction in its operation? Is it practical and is there not some remedy against a repetition of such abnormal market fluctuations? Investigators are at work, but the real truth is not yet fully disclosed. Extremely wide fluctuations in peace times and under normal conditions are unnatural and unwarranted and often are attended by serious losses, failures, and disasters that effect the entire business public and bring woe to thousands of innocent victims.

Some say we need and must have the future option market for hedging insurance against sales and purchases and can not get along without it. But how can the country grain dealer make proper use of hedges under such abnormal fluctuations? How can he gauge his bidding price to his farmer friend at a proper market basis and at the same time protect himself against undue risk and loss in times of freak markets? These are questions for your discussion.

A year ago when we met in annual convention we were just coming out of a period of unsatisfactory business conditions which left many wrecks in its pathway. Our dealers began to look ahead to more promising conditions which finally ripened into realities in the harvesting and marketing under most favorable conditions of one of the best crops Oklahoma ever produced. It was during this period that Oklahoma received through its close working connections with the Southwestern Regional Board the very best car service we ever had for the movement of our crops. Prior to the organization of this Board the scarcity of equipment was a large portion of our trouble. During the past year we have experienced an improvement over the previous one, all brought about by advanced preparation and co-operation as between shipper and carrier and the Regional Board. This excellent service is due largely to the activity and co-operation of the Southwestern Regional Board. Let us give grateful credit.

Local meetings: During the month following our last annual meeting we conducted a series of group meetings throughout the state and repeated these during the months of July and August. I am fully convinced that more of these gatherings should be held, that they should be continued throughout the crop year at intervals satisfactory to the interests they help to serve. We would not go amiss if we adopted a plan of holding a general mid-summer meeting at some centrally located point where we could all join together and discussion in a round-table matters pertaining to the conditions of this or that locality, as well as the state as a whole.

The life of every organization depends upon the interest its members take in it, and to create this interest and keep it alive we should make use of the solid business policies of the association, and protest vigorously against any proposed radical experiment of trying to cure all evils through legislative enactments, which results mostly in the boosting of



some selfish political aspirant at the expense of sound business methods. If we are going to get closer to the producer, closer to our competitor, closer to those engaged in the same line of business, we must do it through closer contact, and the one important medium through which this can be brought about is by group meetings.

We are living in an age of organization and co-operation which calls for a necessary merging of unified efforts and interests, for the purpose of promoting "Economy of Operation" whereby more efficient service can be rendered at a minimum cost, thus making possible a narrower margin in favor of the producer without adding cost to the consumer. "Efficiency and Economy" are the two big watchwords in all big business, and they are equally as valuable and practical in any business. Therefore, it behooves us and all others to stand by each other and co-operate in all common interests that eventually will rebound to the good of all concerned.

Addresses were made by C. D. Morris, on behalf of the Western Railway Committee on Public Relations; Carl M. Robinson, of the United States Department of Agriculture; Fred Horner, president of the Grain Dealers National Association; and other prominent men. V. E. Butler, Indianapolis, Ind., spoke on the "Needs and Problems of Country Grain Dealers," and his address is printed on Page 811 in this issue.

The treasurer, C. F. Prouty, presented his annual report showing collections of \$3,999.15. The Resolutions Committee, consisting of Jesse Vandenberg, Oklahoma City; M. E. Humphrey, Chickasha; W. E. Shepard, Hobart; F. R. Milbourn, Fairland; and Verne Goltry, Enid, presented the following resolutions which were adopted:

Whereas, gross errors by grain inspectors and Federal supervisors have forced many heavy losses upon grain dealers; be it

Resolved: By the Oklahoma Grain Dealers Association in convention assembled at Oklahoma City, that if buyers and sellers are to be required by law to accept the grading of grain by Government officials and pay for it, then the body conducting the grading should be held responsible to the parties interested for any errors committed by its agents; and be it further

Resolved: That a copy of this resolution be sent to the Secretary of Agriculture in Washington and to the authorities having charge of the grading of grain in any market receiving grain from Oklahoma shippers.

Whereas, It has been called to our attention that there is some discussion or likelihood of interior points being made delivery points on Chicago grain contracts; be it

Resolved: That the Oklahoma Grain Dealers Association in convention assembled hereby recommend for consideration and designation Fort Worth, Tex., as a suitable interior point to be designated as a delivery point for southwestern grains where hedged on the Chicago Board of Trade.

We trust that an equitable and practical method may be arrived at whereby Fort Worth may be designated for delivery point on Chicago contracts inasmuch as suitable elevator storage is available there on fair terms for such grain as may be shipped there for delivery against Chicago contracts. Be it further

Resolved: That the secretary be instructed to send a copy of this resolution to the president of the Chicago Board of Trade.

Resolutions were also passed urging every Texas elevator operator to study the cost of handling grain from farmers' wagons to the scales at destination, and that every member of the association do his utmost to raise the standard of the grain trade; thanking the president, secretary, Grain Dealers National Mutual Fire Insurance Company, and T. H. Bland for services; suggesting the making of an appeal to the Secretary of Agriculture to have spreading of false market information stopped; thanking the Regional Board for manner in which it handled car situation.

The Nominating Committee, consisting of M. McCafferty, Calumet; John O'Brien, El Reno and W. M. Randels, Enid, reported, and the following officers, directors and standing committee members were designated for the coming year: President, L. O. Street, Woodward; vice-president, F. R. Milbourn, Fairland; secretary-treasurer, C. F. Prouty, Oklahoma City; directors: M. E. Humphrey, Chickasha; C. H. Cox, Enid; J. J. Stinnett, Oklahoma City; J. R. Thmoas, Carnegie; R. E. Nelson, Clinton.

Arbitration Committee: V. T. Goltry, Enid; Harry Hunter, Okarchie; E. W. Mashburn, Oklahoma City. Members Tri-State Appeals Board: W. M. Randels, Enid.

The grain dealers of Enid extended an invitation to the association to hold its 1926 convention at Enid. A vote was put and it was unanimously decided to go to Enid next year.

## NEW YORK FEED MANUFACTURERS REORGANIZE

On May 19 the annual convention of the New York State Feed Manufacturers Association was held at the Hotel Buffalo, in Buffalo, N. Y. A complete re-organization of the association was accomplished and New England was admitted to the organization. The chief topic of discussion was a resolution to appoint a representative territorial traffic committee to receive and consider traffic problems affecting feed manufacturers of New York State. Final action is to be had when this committee submits its recommendations to the Executive Committee.

C. A. Coddington, of the Beacon Milling Company, Cayuga, N. Y., was elected president, as a successor to E. W. Elmore, of Oneonta, N. Y. The

other officers elected included: H. L. Hammond, of Charles M. Cox & Co., Boston, Mass., vice-president; James Boyce, of the Thomas Boyie Feed Company, Attica, N. Y., second vice-president; Lloyd Hedrich, of Ralston-Purina Mills, Buffalo, N. Y., treasurer; and Fred E. Pond, Buffalo, N. Y., secretary. President Coddington is chairman of the Executive Committee, the other members of which are E. W. Elmore, Oneonta; A. M. Cooke, Syracuse; Max Cohn, Waverly; George E. Todd, Buffalo; H. L. Hammond, Boston, and James Boyce, Attica.

## PANHANDLERS HOLD FORTH AT AMARILLO

For a decade now, the Texas grain dealers located in the Panhandle section of the state, have been holding annual conventions, and the successful meeting at Amarillo, Texas, on May 18, appropriately finished off the first 10-year stretch in the life of the Panhandle Grain Dealers' Association. The Amarillo grain men were good all-around hosts and made the visiting members feel right at home from the time they were brought to the new Amarillo Auditorium in cars, to the time of adjournment.

When President E. N. Noble called the convention to order, about 70 were present. Prayer was offered by Reverend S. W. Haynes. The city's welcome was well expressed by Z. J. Cole, of Amarillo, who after being introduced by Secretary J. N. Beasley, said that grain men were particularly welcome because "this part of Texas is largely dependent upon grain." He assured all present that the Board of City Development, which he represented, was more than glad to help entertain the incoming grain men. To this welcome, R. H. Wagenfuehr, of New Brownfels, made response.

The routine business of the convention was then begun; the minutes of the 1924 convention were



PRESIDENT-ELECT LESTER STONE

read by Secretary Beasley and approved by the members. The financial statement showing a balance of \$1,586 was also placed before the meeting.

The first speaker on the program was Chas. D. Morris, who is gaining steadily in popularity among grain dealers of several states. He discussed the rather unfavorable conditions rail management has to meet today, and their bearing on grain shipping service.

Before Secretary Beasley addressed the dealers, the following committees were named by President Noble:

Resolutions: A. Liske, Canadian; W. A. Barlow, Amarillo; C. R. Slay, Groom.

Auditing: E. W. Harrison, Hereford; Tom Davis, Claude; L. F. Cobb, Plainview.

Nominating: H. L. Kearns, Amarillo; A. G. Hinn, Plainview; John Elliott, Kress.

Trade Rules: L. C. McMurty, Pampa; Jule G. Smith, Fort Worth; O. M. Smalley, Claude.

The secretary said in part:

Our president, Mr. Noble, said to me this morning, that he was no speaker, and that I had to tell you fellows what the association is doing.

We have 58 members, and money in the treasury. And when we Panhandle dealers say something, the rest of the country sits up and takes notice.

We want a few more members. It would be well if every man would consider himself a committee of one, to bring other grain dealers into the fold.

In our rate battles we have been joined by Fort Worth and other Texas points, and it looks as though we shall get fair and equitable rates on grain products from the Panhandle districts.

A good luncheon was served to the members at noon. Music was part of the entertainment provided and short talks by dealers and some of the city's celebrities were given. John Simons of Fort Worth, urged the dealers to attend the Texas Grain Dealers' Association meeting at Fort Worth. The luncheon program included a talk by Congressman Marvin Jones, which was well received, and later, Mrs. C. C. Maurer of Friona, one of the several ladies present, expressed the feminine view of the grain trade. In a state with a woman governor, a woman speaker is certainly not out of place on any program, and Mrs. Maurer received many congratulations. Other speakers were: T. P. Duncan, Wichita Falls, Texas;

W. H. Batchner, president, Western Packing Company, Amarillo; Gus Gieseke, San Antonio; L. F. Cobb, Plainview.

## AFTERNOON SESSION

In the afternoon, delegates from all sections reported as to crop possibilities in their respective localities. The reports were not bullish to say the least.

The Panhandlers, in the following resolutions, expressed their views on two subjects which had been under discussion:

Resolved: That we, the Panhandle Grain Dealers Ass'n, go on record as disapproving of, and condemning the exorbitant, unreasonable, and unjust rates and other charges, viz., person to person calls and station report calls charged by the Southwestern Telegraph & Telephone Company.

Resolved: This Association go on record as disapproving of our Federal Government subsidizing or extending aid to any class or organization, or any other way interfering with the proper functioning of legitimate business.

The Trade Rules Committee was heard from and the chairman said that inasmuch as the members seemed to be handling their business well and ethically, his committee had no suggestions to make at this time.

Before the convention was adjourned, the Auditing Committee pronounced the books of the Association "O. K." The following officers were then elected upon recommendation of the Nominating Committee:

Lester Stone, Amarillo, president; Burton Thornton, Lockney, vice-president; J. N. Beasley, Amarillo, secretary-treasurer.

Directors: W. A. Barlow, Amarillo; Ernest Shuman, Happy; A. P. Liske, Canadian; Tom Davis, Claude; Ollie Harwell, Vego.

Arbitration Committee: U. S. Strader, H. C. Adams and H. L. Kearns, all of Amarillo.

## TEXAS GRAIN DEALERS MEET

A significant feature of the twenty-eighth annual convention of the Texas Grain Dealers Association, held May 22 and 23 at Fort Worth, Texas, was the large attendance.

The registration showed that over 325 were present, most of them members, which greatly exceeded the number that had been expected. After the official civic welcome and invocation, President J. A. Simons of the Fort Worth Grain & Cotton Exchange also welcomed the dealers to the convention city, and A. P. Hughston, first vice-president of the association responded. President J. V. Neuhaus, of Houston, said in part, in his opening address:

Rate matters in one form or another always seem to be needing the attention of your association, and in that respect the past year has been no exception. Neither are we at present by any means sure that there will not be some material changes in the rate structure that may vitally affect some if not all of our membership. Therefore it will be necessary for your officers and directors to maintain similar vigilance in the future as has been maintained in the past, in order to protect the membership as far as possible in these matters.

Legislation and political matters: We seem never to be free of the politician who will offer some radical bill in Congress, ostensibly for the betterment of the farmer's condition, but more likely with the hope of increasing his own popularity with the producing class. It seems to me, however, that in the past year, there has been a "rift in the clouds" in this respect, inasmuch as the farmers seem to be awakening to the fact that they are more frequently being duped by these schemes than otherwise, and that the only ones profiting therefrom, are the solicitors who get the farmers' money and grain, and the jobholder, who "takes care of it." There have been so many instances of failure of these various schemes, for marketing, etc., with resultant losses to the farmers of great sums in the aggregate, that it would appear that the grain dealers (against whom these schemes are apparently directed) could to their advantage, compile a list from that financial graveyard, and hold same for ready reference, for the benefit of those of whom it has been said "one is born every minute."

The reliable local grain dealer is undoubtedly a much better friend to the farmer than the politician who endeavors to array the farmer against the dealer. I claim that the farmers' interest and the interests of the grain dealer are mutual. It is certainly to the interest of the dealer that the growers get good prices for their product, and the dealer cannot prosper unless the farmer also prospers. They are all children of Uncle Sam, entitled alike to the pursuit of health and happiness, and whenever that good uncle or any of his agents, undertake to array the farmer against the dealer, they make a serious mistake.

At the last annual meeting the membership instructed the directors to incorporate your association, and I am pleased to report that a charter was obtained shortly afterwards from the Secretary of State. We have since been operating under that charter, and I am confident the change will meet the approval of all members.

Your association has accomplished much good and we are prone to go along and not think of what has been accomplished, simply taking everything as a matter of fact. Price fluctuations of commodities dealt in by this membership have been more frequent and more violent during the past year, than ordinarily, and history shows that it is during similar periods that the greatest number of cases come up for arbitration. This year, it has not been so, as you will learn from report of the Arbitration Committee, being rather conclusive proof, I think, that the members have pretty well familiarized themselves with the trade rules, and are making an honest effort to abide by them, and in this way the members are constantly reaping benefits of the past efforts of the association in which many of you have taken an important part, and this is but one illustration of various benefits that are constantly, and I dare say, almost unconsciously accruing to the members.

Your association is in better financial condition than it was a year ago, but there is still room for improve-



ment. At the suggestion of one of your directors, have appointed a Budget Committee, composed of three of your very capable directors, who are familiar with the association's finances and needs, and if their suggestions are carried out, and the budget system maintained, your association will soon be in better financial condition than at any previous time.

Personally, I am of the opinion that your association should gradually build up a surplus of at least \$5,000 and if possible, maintain same at all times, for I am convinced that same would be of untold benefit in many ways, both directly and indirectly.

This was followed by the annual report of H. B. Dorsey, secretary-treasurer, in which he showed a balance on hand of \$2,039.49. The report on arbitration cases by G. E. Cranz of Fort Worth indicated two cases carried over from the previous year and five decided during the year by the committee. As chairman of the Appeals Committee, Mr. Neuhaus reported that no appealed cases had been brought. At the close of the first morning's session the president appointed the following committees: Constitution and By-Laws: Ben. E. Clement, Waco; J. N. Beasley, Amarillo; John E. Bishop, Houston; E. W. Crouch, McGregor; G. Giesecke, San Antonio, and the Resolutions Committee: Julius W. Jockusch, Galveston; J. Z. Keel, Gainesville; J. C. Whaley, Gainseville; T. Connolly, Clarendon; and E. G. Rall, Fort Worth.

President F. G. Horner of the Grain Dealers National Association addressed the meeting early the afternoon of the first day, and said:

It is very seldom that any good results from an attempt to parade one's own virtues and it has long been an accepted truism that comparisons are always odious, yet the aspersions which have for years been cast upon the grain trade have been so numerous and so unwarranted that I feel fully justified in disregarding these precepts.

The history of the grain business has been one of continual progress, and without exception, has been along lines of competitive individualism and without any attempt to pervert any of the natural laws of supply and demand or to divert any of the natural channels of trade and this is why our position is now so solid and substantial and rests upon facts and accomplishments, while that of our critics rests on theory and prejudice and lacks both form and substance.

It will be freely admitted that, prior to the passage of the Hepburn Anti-Rebate law, the grain trade was laboring under artificial conditions, in an effort to accommodate itself to conditions over which they had no control.

Our association activities have been above suspicion and even in the heat of the controversy about the grain trade which has been raging for the past few years, no question has been raised as to the legality or even the propriety of their position or actions. The economy and rapidity with which the grain trade is carried on is not exceeded in any line of business in the world. We have been pioneers in the field of arbitration and we now have the satisfaction of seeing our efforts imitated by numerous and important trade associations, such as the International Chamber of Commerce and the Chamber of Commerce of the United States.

The orgy of lawmaking in which our legislative bodies have been engaged has so clogged our administrative and judicial channels that it has become necessary to seek relief through such independent agencies as the arbitration bodies which have been developed by our grain trade organizations.

We have numerous instances of co-operative or semi-co-operative ventures by farmers in the grain business which have met with various degrees of success, but it should be noted that, without exception, where success has been met, these companies have followed, in their business methods, the accepted practices prevailing in the trade, and such instances have invariably been confined to small local units. There is yet to be found one instance of sustained success by any large pretentious venture into the field of co-operative grain marketing. In spite of whole days of preliminary thought by seventeen very wise men, the much-heralded United States Grain Growers never succeeded in functioning beyond the point of collecting toll from their unfortunate farmer patrons and creditors. The Equity Co-Operative Exchange of St. Paul is now in the hands of a receiver. The experiment of the State of North Dakota with a flour mill at Grand Forks has consistently ground out losses every day of its operation and is still adding to the tax burdens of the hard pressed farmers of that state. There have been formed, in recent years, about fifteen large wheat pools, of which four have already passed into the great beyond, and no one of the other has yet shown a measure of success. The record of these pools, for the year 1923, as shown by their reports, is that their cost of handling runs from 14 cents to 28 cents per bushel, while the statistics furnished by the United States Department of Agriculture indicate that the cost of handling a bushel of wheat by commercial owned and locally owned farmer elevators is from 6 cents to 7½ cents per bushel.

The theory of the pool is fundamentally unsound and doomed to failure and at best may be considered as merely a passing phase. It is essentially speculative and therefore its only hope for success lies in a constantly advancing price structure.

While such ventures are necessarily disconcerting and temporarily demoralizing to the business of the grain dealer and costly to the farmer himself, they need occasion no fear of being a permanent menace to the grain business, as without outside assistance they are sure to break down of their own weight. What we should fear is the passage of such a law as that fathered by the present administration which would establish a Federal Marketing Board, especially directed to organize co-operative marketing associations. There is an important and dangerous difference between the somewhat natural and in a sense local and independent development of co-operative marketing associations and the forced development under the sponsorship and at the insistence of such governmental agencies as the proposed Federal Marketing Board.

The complete futility, the absolute asininity of expecting any beneficial results to flow from any measure of governmental control should be perfectly evident from the most casual survey of the history of such attempts and it may well be questioned whether one single instance of permanently profitable governmental intrusion in business can be cited.

Perhaps no more honestly constituted or more efficiently administered bureau could be found than the Interstate Commerce Commission, yet within the memory of the present generation our railroads have

been bankrupted and paralyzed until the transportation necessities of the country demanded that it be rehabilitated by granting permission to advance the rate structure to the present exorbitant figures in order to permit the railroads to carry the wasteful operating conditions with which they have been saddled by the public control and to meet the confiscatory taxation with which they have been burdened. Yet in spite of this and in the face of generally increased earnings of the carriers, the great systems of our Northwest are now suffering actual distress through the rigidity of a rate structure which it is found impossible to adjust to the constantly changing conditions of trade, and this situation is typical of the results of highly centralized control. In the same period we have witnessed the enforced breaking up of natural, but what at that time were considered criminal combinations of railroad systems, and now a complete reversal of this attitude until today the Government is threatening them with compulsory consolidation. We have seen the oil monopoly broken up and usher in a riotous waste in oil production, and then in the past few months seen the President appoint a Federal Oil Conservation Board to devise some means to curb the waste of an irreplaceable natural resource.

Our Federal Reserve System is justly viewed as one of the most constructive advancements which we have ever made in our banking business, but we can properly view with at least misgivings the concentration of credit power which it entails. The last annual report of the Reserve Bank of New York has disclosed that the open market transactions of these banks in securities is conducted by co-ordination through a committee of the Reserve Banks with the participation of the Reserve Board and such power for influencing speculation may well be viewed with concern should it happen that at some future time this control should be found to rest with men of less wisdom and discretion than has been the case up to the present time.

We have seen our Postal Department, although occupying rent-free Government buildings, attempt to cover up a deficiency in operating income by compelling the railroads to carry the mails at an actual loss and make up such losses by higher freight and passenger rates. But the face of the bureaucrats must be saved at any cost. We have seen the coal mine wage scale in the unionized fields raised at the instigation and under the coercion of Washington to the point where the union mines are now unable to operate and the miners themselves are unable to secure sufficient work to enable them to profit by the exorbitant wage scale and for a solution the President in his message to Congress suggested the encouragement of greater unity of ownership and this within the very shadow of the trust busting era.

Our President and Secretary of Commerce are now engaged, with the hearty approval of the entire country, in the task of curbing waste and extravagance, yet the greatest waste lies in the unwarranted activities of governmental bureaus and the direct cost of governmental bureaus and the direct cost of this machinery is utterly insignificant in comparison with the stifling effect which they incur on all the business with which they come in contact. As A. D. Lasker once expressed it, while he was chairman of the Shipping Board during the Harding administration: "The presence of the Government in business is like poison ivy in a garden."

Is it worth the price we pay to have the Children's Bureau of the Department of Labor flood us with such drivel as: "Don't 'baby' your children too much?" It will be readily conceded that it is proper for the Government to gather and compile information and statistics which could be secured for the information of the general public in no other way, but it must also be conceded that statistics are being issued by Washington that are little better than rough estimates, and their influence is frequently accompanied by interpretations that are nothing more than opinions of bureau clerks, yet they carry all the weight and prestige of the authority of the Government. What good purpose is served by such a statement as that credited to the Department of Agriculture on March 7 last, to the effect that: "If reports indicate a larger production of wheat next season, a slight rise just before harvest may be expected, but if a short crop is indicated, bidding for wheat now on hand would force the price to an appreciably higher level." Do such statements serve any useful purpose or warrant the expense of the maintenance of such "dope" service?

As a result of all this and more, we find that according to the figures furnished by the National Industrial Conference Board, our national, state and local tax for the year 1923, exclusive of interest and amortization of the national debt, amounted to \$91 for every man, woman and child in the country, or 15 per cent of the national income, and this is only part of the tale, for in the same period our state and local bodies borrowed \$1,063,000,000, and in the first eleven months of 1924 increased this by the amount of \$1,289,000,000. To use a phrase of Grover Cleveland, we are in the midst of a "communism of pelf," a condition which was recently described by President Coolidge as "legalized larceny."

If we desired to go further afield, we would only have to mention the name of Russia. In England we find them struggling under the load of \$250,000,000 per year to a million and a quarter people who are being pauperized and now refuse to work as long as the state furnishes the necessities of existence. It has been estimated by a prominent member of the French Senate that France could by the abolishment of state monopolies, which are now being operated at an annual loss of \$150,000,000, and disposing of them to private enterprise, raise, in the course of 25 years, almost enough to pay her external war debt. Further references would be easy but should be unnecessary, but it is with a great deal of relief that we note the reaction which is taking place throughout the world against these various manifestations of state socialism. Within the past few months the Labor Government has been emphatically repudiated at the polls in England. Press dispatches in the past few weeks carry the news that the Soviets in Russia have decided to return all factories, plants and institutions back to private control, thus once more admitting the futility of governmental operation. The reaction is evident in both France and Germany, and Italy long ago, after a brief experiment, found a welcome alternative in a virtual dictatorship. In our own country we see on every side plentiful evidence of the same reaction and abundant proof that our people are grasping the fundamental principles of the inherent waste, extravagance, inefficiency and corruption which are always incidental to every angle of state socialism.

The record of the Government in business is one of repeated failures and consistent reversals. It marches up the hill only to be able to march back down again. It is busy in this decade in attempting to build up that which it tore down in the previous one. And our farmers and Congress may profitably pause and carefully consider whether they will de-

stroy or further hamper the present grain marketing machine in order that in a few short years they may begin to gradually rebuild that which they have just destroyed.

The record of the present administration is, to date, commendable to a degree. President Coolidge is hard headed and sound to the core on the fundamental principles of government and Prof. Jardine and his other most intimate councillors are of a similar mold. In the face of these facts and conditions it seems almost incomprehensible that the grain trade should be threatened with such a program of legislation as the Capper-Haugen Bill, establishing a Federal Marketing Board, which the administration sponsored in the last session of Congress, yet such is the case, and can only be explained as one of the inconsistencies of politics. But the grain trade may well take heart from the fact that the tendency of the times is against further radical legislation and we may now expect a more receptive hearing for the facts and true conditions in the grain business.

B. E. Clement offered an amendment to the by-laws, on behalf of the Committee on Constitution and By-Laws, which resulted in the adoption of the following:

Amend Section 1 of Article 2 of the By-Laws to read: "The salary of the Secretary-Treasurer shall be fixed by the Directors, and he shall give bond for such sum as the Board of Directors may require."

Amend Section 1 of Article 3 of the By-Laws, increasing the annual dues to \$25, an amount sufficient to take care of necessary expenses."

The Resolutions Committee brought in a report containing the following resolutions, which were adopted by the convention:

Whereas, the purpose of this association is to help the grain dealers of Texas to improve their trade methods and practices to the end that they may attain greater efficiency and surer rewards for their service, be it

Resolved: by the Texas Grain Dealers Association in convention assembled at Fort Worth, that we urge every elevator operator of the state to study carefully the cost of handling grain from farmers' wagons to the scales at destination and that we do our utmost both as an association and as individuals to inculcate in all dealers the spirit of honesty and fair play to the end that we may raise the grain trade to a high plane of efficiency and to establish the highest ethical standards.

Whereas, it appears that continuous and ever increasing interference with business is being practiced by governmental agencies of all sorts and with consequent greater handicaps to legitimate business and added expense in the operation thereof, and

Whereas, such interference is not in keeping with the ideals of the founders of this great republic and serves to repress the liberty guaranteed by the Constitution of the United States of America to its citizens, and

Whereas, such repression and the heavy taxation resulting from the employment of thousands of Government employees whose man power, if directed and devoted to useful work, acts as an additional handicap to the ability of our people to compete in the world's markets, be it

Resolved: that the Texas Grain Dealers, in convention assembled at Fort Worth, Tex., do hereby express their disapproval of the conditions now existing and that, by publishing these views in the press of this country and by sending copies of this resolution to the Honorable Senators and Congress of the United States of America, an educational campaign in favor of less governmental interference and less centralization of authority may be hastened.

The following officers for the ensuing year were elected:

President, H. L. Kearns, Amarillo; vice-presidents, R. L. Cole, Krum, R. H. Wagenfuhr, New Braunfels secretary-treasurer, H. B. Dorsey, Fort Worth; directors, J. C. Mytinger, Wichita Falls; Victor H. Davidson, Galveston; G. E. Cranz, Fort Worth.

## FEED ASSOCIATION SOUTHERN OFFICE

Among the important steps taken at the annual convention of the American Feed Manufacturers Association held early in May, was a decision to establish a southern office at Memphis or some other suitable point, with an assistant secretary in charge. The intention is to make this office a headquarters for handling feed problems peculiar to those members of the association who are in the South.

The move resulted from the activity of the Southern Committee, comprising Chairman J. M. Wilson, E. Wilkinson, A. F. Seay, E. B. Savage and W. R. Smith-Vaniz. The assistant secretary in the South will be under the direction of the secretary-manager in the Chicago general office, and the expense of the southern office will be shouldered by the southern members.

## FIRST CONVENTION OF CALI- FORNIA DEALERS

"The formation of this association," said President Henry G. Turner of the California Hay, Grain & Feed Dealers Association at their first annual convention, "was a necessity for the producers of the state, as more than 53 per cent of all agricultural products of California were field crops with a value of more than \$150,000,000 annually." The convention was held May 8 and 9, at San Francisco. There was general discussion of uniform contracts, trade rules, grading of products, and transportation and foreign markets to absorb the California products.

Addresses were made by W. H. Joyce, L. L. Denett of Modesto, L. M. Jeffers, chief of the state Bureau of Grain Standardization, and G. H. Hecke, director of the state Department of Public Agriculture. Officers and directors elected at this meeting included the following: President, Henry G. Tur-



ner, Modesto; vice-president, W. E. Star, Los Angeles; treasurer, Grover Hill, Fresno; directors, A. W. Scott, San Francisco; J. W. Schuer, Stockton; David Macaulay, Sacramento; H. M. Maddaford, Los Angeles; L. V. Korbel, Petaluma; D. S. Hall, Durham; S. R. James, San Jose, and G. C. Keeney, San Diego.

## OHIO DEALERS TO MEET IN TOLEDO

According to the latest information from Secretary J. W. McCord and President Sam L. Rice, the Ohio Grain Dealers Association is making arrangements for an interesting and instructive mid-summer meeting June 23 and 24, with headquarters in Toledo, Ohio.

The usual features for both entertainment and beneficial discussions of topics pertinent to the grain trade are being planned, and it is hoped that all who find it possible will attend and assist in the exchange of ideas.

## VERMONT DEALERS PLAN MEETING

At a meeting held by the Executive Committee and directors of the Vermont Grain Dealers Association, it was decided that the annual meeting would be held June 25 and 26 at the Hotel Vermont, Montpelier, Vt. The meeting will be called at 2:00 p. m. on the twenty-fifth and will end at noon on the twenty-sixth.

"There are many important things to be taken up," says Secretary C. F. Dowe, "and we hope you will set aside this date and make special effort to attend. Invite your neighbor dealers who are not members to go with you."

## CULBERTSON GOES TO DELAVAN

The Illinois Grain Dealers Association will move its headquarters on June 18, and mail for the officers should thereafter be addressed to Delavan, Ill.

## INDIANA DEALERS SCHEDULE MEETING

June 25 and 26 the Spaulding Hotel, Michigan City, Ind., will be the scene of the mid-summer meeting of the Indiana Grain Dealers Association. A Rotary luncheon will be held at the hotel at noon the first day, and the tentative program calls for an address by President E. K. Sowash in the afternoon as well as some other prominent grain dealer.

The regular session will be held that afternoon, followed by an automobile tour of the sand dunes. In the evening there will be a dance at the Lake View Casino.

The following day a visit will be made to the prison, followed by the regular business meeting. In the afternoon there will be an exhibition drill by the coast guard crew and a boat trip on Lake Michigan.

## SCALE MEN MEET IN INDIANAPOLIS

At the tenth annual convention of the National Scalemen's Association, April 27-29, at Indianapolis, Ind., numerous technical subjects were discussed and papers were read. Members from all parts of the country met to compare data and supplement their information regarding the design, manufacture, care, installation and operation of scales. The attendance was unusually large.

The following officers were elected: President, P. D. McFarlane, Minneapolis, Minn.; vice-president, C. F. Bruning, Pittsburgh, Pa.; secretary, A. G. Zeibel, Dallas, Texas; Executive Committee, E. K. Lawrence, Baltimore, Md.; chairman E. D. Jackson, Houston, Texas; L. R. Boyer, Chicago, Ill.; and W. E. Thompson, St. Paul, Minn.

## CONVENTION CALENDAR

June 18-19.—Eastern Federation of Feed Merchants, Martin Hotel, Utica, N. Y.

June 22-23.—Wholesale Grass Seed Dealers Association, Chicago, Ill.

June 23-24.—Ohio Grain Dealers Association, Toledo, Ohio.

June 25-26.—Mid-summer meeting Indiana Grain Dealers Association to be held at the Hotel Spaulding, Michigan City, Ind.

June 25-26.—Vermont Grain Dealers Association, Montpelier, Vt.

July 20-22.—Southern Seedsmen's Association, Memphis, Tenn.

July 27.—Annual meeting of the Michigan Hay and Grain Association, at the Hotel Tuller, Detroit, Mich.

July 28-30.—Thirty-second annual convention of the National Hay Association, Hotel Breakers, Cedar Point, Ohio.

August 20-21.—New York State Hay & Grain Dealers Association, Syracuse, N. Y.

October 12-14.—Annual convention of the Grain Dealers National Association, Hotel Muehlbach, Kansas City, Mo.

October 12-14.—United States Feed Distributors Association, Kansas City, Mo.

# FIELD SEEDS

## SEED SAMPLES SHOW ADULTERATION

Much of the seed of grasses, Clover, Alfalfa and lawn grass offered for sale on the open market annually is found to be misbranded or adulterated, says the United States Department of Agriculture. For the protection of farmers and other seed users, the United States Department of Agriculture maintains seed testing laboratories at four state agricultural stations, which, in co-operation with the laboratory at Washington, D. C., test samples of seeds mailed in by farmers and others, and makes a report on the exact contents of the sample.

During last year 536 samples of seed sold as Kentucky Bluegrass were received by mail and 65 lots of seed were purchased by the Washington laboratory for testing purposes. In many cases these samples were found to be composed of a higher percentage of Canada Bluegrass seed than any other seed. Some samples of supposedly Kentucky Bluegrass seed contained as little as 1 or 2 per cent of that seed, the balance being Canada Bluegrass and other seeds, dirt and chaff. In fact one sample contained but 17 per cent of Kentucky Bluegrass. The balance of the lot was 87.31 per cent Canada Bluegrass, 4.70 per cent other seeds and 7.82 per cent dirt and chaff. The sample containing the highest percentage of Kentucky Bluegrass seed which was 67.47 per cent, contained 8.01 per cent of other seeds (mostly Redtop) and 24.52 per cent dirt and chaff.

These samples represented the offering of 15 different seed dealers. In accordance with the authority given in the act of Congress making appropriations for the United States Department of Agriculture the names of these dealers and the results of the tests of the seed samples have been published in the department regulatory announcement.

The Bureau of Plant Industry will continue to

examine and report promptly as to the presence of adulterants and dodger in any sample of seed submitted for that purpose. According to the location of the sender these samples may be submitted to the Seed-Testing Laboratory at Washington, D. C., or to any of the following laboratories maintained through the co-operation of this department: Co-operative Seed-Testing Laboratory, California State Department of Agriculture, Sacramento, Calif.; Co-operative Seed-Testing Laboratory, Oregon Agricultural College, Corvallis, Ore.; Co-operative Seed-Testing Laboratory, Purdue Agricultural Experiment Station, LaFayette, Ind.; Co-operative Seed-Testing Laboratory, Missouri Agricultural Experiment Station, Columbia, Mo.

## COOL WEATHER PROLONGS SEED SEASON IN NEW YORK

By C. K. TRAFTON

Climatic conditions usually have a decidedly important bearing on the seed market at this time of the year, but during the past month the local market has been even more of a "weather market" than ordinarily. Early in the month the prevalence of unusually cool weather over a decidedly wide area served to further restrict the volume of business in the principal field seed varieties, not only among wholesalers and jobbers but among retail distributors as well. On the other side, the unusual weather served to prolong the retail season for the distribution of lawn grass mixtures and this was reflected by an abnormally late demand for the different grass seed varieties. With stocks of practically all such seeds extremely small, it was by no means singular that holders generally remained firm and that latest quotations are the same as those ruling a month ago or higher. Lack of burdensome stocks was also noted as far as field seeds were concerned, and hence in spite of the inactivity

last month's prices are repeated in the majority of cases, although imported Red Clover is quoted one cent lower. Latterly the market has continued a "weather" affair in the sense that practically all concerned are watching climatic conditions very closely and awaiting the effects upon crops. The market is now "between grass and hay," marking the transition from the old to the new crop basis. The recent prolonged spell of extremely hot and dry weather over wide areas in the West and Central West has aroused a great deal of uneasiness regarding the production of certain varieties, and as a consequence holders of the small carryover stocks see no reason for abandoning their firm policy as they are convinced that all of the surplus will be needed and will command higher prices as the new season progresses. This attitude is also a reflection of the stronger markets in producing sections. On the other hand, buyers are convinced that ample crops will probably be secured provided conditions are reasonably favorable between now and harvest, and hence they contend that by the time the seed is actually needed they will be able to secure ample supplies on more advantageous terms. Hence it is not surprising that the market is more or less "deadlocked" and that prices are almost wholly normal.

Red Clover was virtually neglected throughout the month and almost impossible to quote positively as prices depended to a large extent upon the individual financial condition of various holders. Although stocks showed further reduction, some holders found their supply rather unwieldy and in an effort to lighten their burden they shaded prices somewhat drastically. Hence the imported variety is now quoted at 27@28 cents duty-paid, compared with 28@29 cents a month ago. Greater irregularity was noted in the instance of domestic seed. While some large distributors who are fully capable of carrying their light supply maintained that it was useless to reduce their price of 30 cents in order to stimulate business with unwilling buyers, others became more anxious to unload part of their holdings and among such holders the basis was reduced to 24@26 cents. The market for import remained lifeless, although certain British holders, finding the season ending with their stocks somewhat excessive, were offering more freely at lower prices—22 cents c.i.f. for desirable seed and 18 cents c.i.f. for poor qualities. However, even the lower basis was considered too high for speculative purchases, especially when contrasted with the prices ruling for far distant deliveries in Toledo. Some tentative interest was displayed in Chilean Clover, but business was impossible as shippers were not making firm offers and quoted only a nominal basis of 22 cents c.i.f. Imports were 260 bags, against 150 in April.

Alfalfa was also dull and difficult to quote owing to divergent views as to value. According to some large distributors, the imported variety remains at last month's basis of 19@20 cents duty-paid, while the domestic is also unchanged at 22½@23½ cents. On the other hand, some holders who became more eager to sell were quoting the domestic as low as 21 cents; whereas in contrast to this, some holders of imported seed were disposed to ask 20@21 cents, mainly because of continued impossibility of buying Argentine seed on reasonable basis.

## AEROPLANES AND SEEDS

When most business men reach the age of 67 years they retire from active life, and take up golf or spend the time of the day on club verandas smoking and talking. But there are some to whom 67 years of active life do not mean an alibi for taking it easy. It would seem that Charles Dickinson, head of the Albert Dickinson Seed Company of Chicago, Ill., is one of these. He celebrated his sixty-seventh recently by a flight in an aeroplane, piloted by himself for an hour.

Mr. Dickinson has always been an enthusiastic follower of aeronautics and has been flying since 1910. He is at the present time president of the Aero Club of Illinois. Congratulations are due Mr. Dickinson both for his birthday anniversary and for the way in which he spent it. Men of his type never grow old.

## SEED TESTING LABORATORY FOR KANSAS

During the last session of the Kansas state legislature, a pure seed bill was passed. This entailed the establishment of a seed testing laboratory, which has been arranged for at the Agricultural College at Manhattan, Kan. Samples will be collected, tested and inspected at Manhattan, although the administrative work will be handled from Topeka, Kan.

Prof. J. W. Zahnley of the college agronomy department will probably direct the work of the laboratory and Mrs. Elizabeth Harling will serve as chief analyst. Secretary J. C. Mohler of the State Board of Agriculture and Prof. Zahnley plan to publish a circular which will contain a copy of the pure seed law with necessary explanations and rules prescribed with respect to administra-



tion of the law and the testing of samples for Kansas farmers and seedsmen.

For many years Kansas has been surrounded by states that have pure seed laws and consequently the state has been the dumping ground for inferior seed that was difficult to sell in the states that had official seed laws. Of course, this practice was mainly by unscrupulous dealers. It is expected that the new seed law will to a great extent, eliminate this practice.

### INOCULATION OF ALFALFA SEED

Alfalfa is often thought of as nature's nitrate manufacturing equipment, for it takes the nitrogen from the air and converts it into that valuable plant food. But Alfalfa can be helped in its manufacturing process, by the inoculation of its seed with bacteria. "To neglect doing this," says J. B. R. Dickey, State College, "frequently means a failure of the crop."

"Neglect of proper inoculation is a very frequent cause of Alfalfa failure," J. B. Dickey, Alfalfa specialist of Pennsylvania State College, advises. "Unless Alfalfa, or Sweet Clover which uses the same bacteria, has been grown successfully on the field before the proper bacteria will not often be in the soil. Without these bacteria to produce nodules on the roots and supply the crop with free atmospheric nitrogen the Alfalfa must depend entirely on the nitrogen in the soil. Without them it will be yellow and unthrifty, will not produce a large yield or a high protein forage (protein is another name for nitrogen), will soon be choked out by weeds and will leave the soil poorer instead of richer."

"The easiest method of inoculation is by the use of pure cultures of inoculants, which may be purchased from commercial companies. If these cultures are well made and fresh, and if used according to directions results are ordinarily satisfactory," Dickey declares. "A sure method is to broadcast evenly on the new field 500 to 1,000 pounds per acre of soil from a place where thrifty Alfalfa or Sweet Clover is growing. The soil should be taken from a healthy field, free from noxious weeds to prevent the spread of weed seeds and Alfalfa diseases."

### ACHIEVES DISTINCTION IN AND PROFIT FROM SEED ADS

In Washington, Iowa, J. H. Warren is running a prosperous seed business, and from what he says of his advertising activities, publicity is just about as important to his business, as sun and air are to the seeds he sells. "The 1925 spring season has been the best one we have had in the history of our business," says Mr. Warren, "and I do not hesitate to say that it is very largely due to this system of advertising."

"This system" is an interesting one. Mr. Warren contracts for two columns, seven inch space in the *Evening Journal* of Washington, and there each week inserts a unique little news sheet of his own. It bears the heading, "W. S. S. Broadcasting," under which runs a series of notes, in news style, of the things he has to sell, happenings

out of every ten readers would know Mr. Warren had prepared it. Getting people to read the copy is only half the battle according to Mr. Warren, who states, "Publicity won't do it all. You have to know your merchandise and how to talk intelligently with your customers when they come in." He goes on to say:

This is by far the best method of publicity I have ever used. I began early this year planning it with the view of stimulating my spring business, and I have been running the ads regularly once a week in the Friday issue of the *Journal*. The results have surpassed my fondest expectations. One lady has just told me, "Your ads are the first thing I read." Another says, "I never traded with you until I began reading your advertisements." I could recite any number of these instances, not to mention the sales we can trace directly to the advertising. In my copy I always try to make my readers feel

**W. S. S. Broadcasting**

No. 19 Vol. 1

We sent the last international hovey to Mrs. Pearl McNoll of Crawfordsville. This brooder has been our most successful of any we have ever sold. They give entire satisfaction.

A nice shipment of bird cages arrived Wednesday. Mrs. Marion Thompson was the first purchaser, buying a beautiful brass cage.

We have an excellent supply of Sudan grass seed. If you

your things are not right will help us get the right things. Let's work together to make this seed store a good thing for the Washington community. When things run satisfactory tell Warren. Of course you encourage me when you tell me about the good things. We have learned a lot of things this year, and believe we can safely promise you a better seed store for 1926.

Blue Jacket flower plants for sale.

Happy Grandpa! A baby girl has come to the home of our daughter, and her husband, Mr. and Mrs. Leo Hoover of "rengo. So we're

ev. our These a. beans. That stringless green bean of ours always a big yielding and one of the finest for canning. It is now time to plant lima beans.

Beautiful scarlet gladiolus 50c a dozen. 30 for a dollar.

**Warren's Seed Store**

Both Phones

Our neighbor, Miss Marie, tells us this week how she enjoys reading our ad.

Mrs. I. B. R. writes in the *Drover's Journal* from Ainsworth, Iowa, wants to know where she can get drinking founts for poultry that is not galvanized iron. If this lady will call at the Warren's Seed Store, she can get quarts, half gallons and gallons earthenware chicken founts—these are better than glass.

We have good seed fodder cane and buckwheat, also millet.

Now time to get potato

courses. Planting onion seeds, or for onion sets. Plant Laxtonian garden peas any time now for the next four weeks. Now is the time to plant flower seeds. Zinnia especially will do fine planted now. It will soon be time to plant Dahlias. We have a special offer on mixed dahlias. 3 for 10c.

#### TYPE OF NEWSPAPER COPY USED BY WARREN'S SEED STORE

our sincerity in helping them with their seed and poultry problems.

Being a retail seedsman, he carries field, vegetable and flower seeds, plants, bulbs and flowers, in a small way, but his stock is complete. He also carries many side lines, such as garden tools, baby chicks, incubators, brooders, a complete line of feeds, gold fish, birds, bird cages, etc. Carrying such a wide variety of lines, he naturally has something interesting to say in his paper each week.

Displays are constantly kept in front of the store when the weather permits, and inside dis-

ren's Seed Store, reproduced on this page, that the pleasing appearance of it is not marred by an elaborate, "fancy" border, or by any of the trimmings which are often crowded on in an attempt to bolster up a poor advertisement. The design of W. S. S. Broadcasting is simple, its style informal and under the planning of Mr. Warren, it has that one attribute which every seed advertiser wants in his publicity, a distinctive character of its own.

### SEEDS IN AND AROUND MILWAUKEE

By C. O. SKINROOD

A very short crop of hay is in prospect for the state of Wisconsin so that farmers may not leave as much Clover for seed as they usually do. Assemblyman William Olson of Monroe, made a tour of the farms of Green County near Illinois and he finds that Alsike, Timothy and Red Clover are all poor. He reports that Alsike is blossoming only four or five inches high. Alfalfa on good limed soil is reported to be all right by Mr. Olson.

The evidence is strong, Mr. Olson stated, that the hay crop will be very light due to the dry, cold weather which prevailed during the months of April and May.

Wisconsin farmers who need late emergency crops for replanting have been recommended by the College of Agriculture to use flax as this can be seeded as late as June 15 with success. The college points out that while flax will do better when put in early, it will still thrive if sown late. Excellent prices have been paid recently for flax seed and this is likely to prove a very valuable crop for this season as prices promise to continue at the high level.

The William O. Goodrich Company, linseed oil makers at Milwaukee, recently sent to Canada to get a supply of flax. A cargo of seed was shipped from Port Arthur, Ont., which contained approximately 163,000 bushels. This was unloaded for the Goodrich company at the Rialto Elevator.

George B. Mortimer of the College of Agriculture has sent out a notice to Wisconsin farmers making suggestions for late, and replacement crops. One combination recommended by Mr. Mortimer is oats and peas. He suggests the sowing of 1½ bushels of oats and 1½ to 2 bushels of field peas. The peas which are best for this combination are the Scotch Wisconsin Green and Canada field peas. The inoculation of the peas is declared especially valuable to get results.

Another late crop offered by Mr. Mortimer is the soy bean, for which he recommends Manchou, Black Eyebrow, Midwest and Medium Early Green for the southern part of the state. For the central part of the state, he suggests Ito San and Wisconsin Early Black varieties. Mr. Mortimer says that the farmers will need all these emergency hay crops this year when the regular crop of hay promises to be deficient in many instances.

The seed trade is largely concerned now with cleaning up the remnants of the seasonal demand, according to the Courteen Seed Company. The late trade in seeds was reported of good volume as a general rule. The exception to this rule, the company adds, was in Sudan grass and in soy beans. In these particular fields, the buying is reported to be somewhat less than last year.

The demand for seed corn as an offset was reported as exceptionally good. This was expected after the predictions of a crop shortage in seed corn which meant that many farmers would have to go into the market and buy seeds, not having raised sufficient for themselves.

One of the late features of the seed market is the advance in the Timothy seed prices, the Courteen company states. This advance was due to the poor outlook for growth of Timothy seed this year which may suggest a short yield of this seed.

It is still too early to tell how the Clover seed crop is coming out, the Courteen concern states. The crop of hay will be light, it is believed as the dry weather has been a factor in many places. On the other hand the second crop of Clover which produces the seed, is entirely dependent on the weather after the first crop is taken off, the company says, and if there is plenty of rain, it is believed the conditions can be remedied even if the early part of the Clover season has been rather adverse.

The North American Seed Company reports that the Timothy seed market had a bulge of about \$1 a bushel recently, due to the reports of damage received concerning the new crop of Timothy seed. Most of these damage reports, it was stated, come from Iowa and Minnesota which furnish the bulk of the Timothy which is sold in the local market.

However, the North American company says that the Timothy seed market has eased up again to some extent since the advance, largely because of the news from the western states that rains have fallen in the Timothy seed belt and that in all probability these showers will go a long way toward retrieving the crop which was damaged earlier in the season.

The North American company says that the late demand for seeds proved to be of very nice vol-

(Continued on Page 839)



DISPLAY OF THE WARREN SEED STORE

among his customers, little slants on current events, local and national, and in all of the material there is apparent the friendly spirit of Mr. Warren. He has overcome type; he is really broadcasting.

Elmo Calkins, a dean among advertisers, has said that the test of an advertisement is its possible effectiveness shorn of its signature. There are comparatively few ads in newspapers any place that are distinctively the output of the one who pays for them. They list merchandise, tack on a signature and tell the printer to set it up. But in Warren's Seed Store advertisements, the name could be left off the copy, and nine

plays are varied regularly to keep it an interesting place for customers. Referring to the picture above, Mr. Warren says:

We believe in signs marking the goods, as you will note the card hung in the window, displaying that such seeds will make a fall garden, calling attention to the desirability of growing something to use instead of permitting weeds to take the garden and make the place unsightly as well as sowing weed seed to fight for next year.

We are trying to emphasize practical things, making no attempt to push especially things of larger profit. To get such stock as folks need, and the new things that are really of help in some way to them. We are selling agents for our largest greenhouse, devoting one entire window to plants, cut flowers.

It will be noticed in the sample ad from War-





## EASTERN

The Frontier Elevator & Mill Company of Buffalo, N. Y., has filed plans for a concrete grain elevator costing \$225,000.

To deal in grain and hay, D. A. Stickell & Sons were incorporated at Hagerstown, Md. Daniel H. Howard and D. Ross Stickell are interested.

Fred H. Rolf, Inc., has been formed at Guilford, Conn., to deal in grain, flour, feed, etc. Its capital is \$50,000. Fred H. Rolf and others are interested.

To conduct stores for retailing and wholesaling of grains and cereals, the Friedel Bros. Milling Company has been incorporated at Bridgeville, Del. The firm is capitalized at \$100,000.

The George J. Meyer Malting Company has bought the Monarch Elevator at Buffalo, N. Y. The elevator was owned by the estate of A. J. Wheeler and had a capacity of 400,000 bushels.

The contract has been awarded the M. A. Long Company of Baltimore, Md., for a 165,000-bushel elevator to be built for the Highspire Flour Mills, Inc., at Highspire, Pa. The improvements will cost \$65,000.

Ferdinand A. Meyer and his son, Ferdinand, are now associated with Yeaton & Co., coal and ice dealers. Mr. Meyer recently retired from business as the Baltimore Grain Company at Baltimore, Md.

To deal in flour and grain, the Winchester Flour Company, Inc., has been incorporated at Worcester, Mass., capitalized at \$50,000. William A. Mor-day, Benj. J. Winchester, Jr., and M. L. Cooke are interested.

William S. Hobson is now in business for himself at Philadelphia. He was formerly with L. F. Miller & Sons, grain, hay and feed dealers and had been in charge of the hay department for a number of years. At present he is chairman of the Hay and Straw Committee of the Commercial Exchange.

Ground has been broken for the new plant of the Ralston-Purina Milling Company at Buffalo, N. Y., which will be built at a cost of \$400,000. It is hoped to begin construction of the superstructure by July 1. The new mill will be in the midst of the present plant of the firm and will be six stories high of concrete and steel construction.

## INDIANA

A new warehouse is to be built at Petersburg, Ind., for Hoggardt & Hopkins.

The Boone Grain & Supply Company of Lebanon, Ind., has installed a 10-ton scale.

The elevator at Lakeville, Ind., is now controlled by Wolfe & Shaffer who succeed Wolfe & Miller.

The Lawrence Feed & Grain Company has taken over the Farmers Terminal Grain & Feed Company at Lawrence, Ind.

Ground at Scottsburg, Ind., has been leased by the Eberts Grain Company which will soon erect a building for feed exchange.

The elevator business of F. J. Townsley Elevator Company at Emison, Ind., has been sold to the Emison Grain Company.

A grain and produce business is to be established at Jefferson, Ind., by the Clark County Farmers Federation. A new warehouse will also be built.

The Farmers Grain & Mercantile Company's elevator at Nappanee, Ind., has been bought by Moses Grimm. He has opened the elevator for business.

The interest of Charles F. Engle in the Bloomfield Mill & Elevator Company, Bloomfield, Ind., has been sold by him to the sons of his partner, J. M. Vest.

A grain elevator and warehouse with capacity of 1,000,000 bushels is to be built at Lawrenceburg, Ind., for the Early & Daniel Company. It will cost \$500,000.

The Home Mill & Grain Company of Mt. Vernon, Ind., has let the contract to Polk-Genung-Polk Company for a new elevator and workhouse of monolithic concrete construction.

The elevator at La Crosse, Ind., which was formerly owned and operated by Chatterton & Sons of Lansing, Mich., is being operated by Arndt-Weinkauff Company of Hamlet, Ind.

Seeger & Betts of Johnsonville, Ind., are building a modern elevator of studded construction. The

equipment will be modern and will include a 600-bushel Howe Hopper Scale, manlift, two stands of elevators, one leg with 14x7 ear corn buckets and one 9x5 V buckets, two oil engines of 15 horsepower each, corn sheller, corn cleaner, spouting, etc.

The Ohio River Elevator Company has bought the former Wymond Elevator at Madison, Ind., and will operate it shortly. Members of the firm are H. H. Potter, G. T. Lloyd and J. T. Hatfield.

The Logansport Elevator Company of Logansport, Ind., has made improvements consisting of painting the North Elevator and building concrete coal bins to the South Elevator. Willard Howes is manager.

## MINNESOTA AND WISCONSIN

The grain elevator at Brown Valley, Minn., has been bought by H. J. Perra.

The Great Western Grain Company of Delhi, Minn., has installed a pneumatic dump.

The elevator of the Morton Milling Company at Morton, Minn., has been bought by M. A. DeWerd.

The plant of the Cargill Elevator Company of Beardsley, Minn., is to be overhauled and a new manlift installed.

The elevator of the Harmony Co-operative produce Company at Colby, Wis., is being rebuilt. It will be thoroughly modern.

Selmer Johnson is now manager of the Traverse Elevator Company of Traverse (mail St. Peter), Minn. He took charge June 1.

The elevator operated at Saukville, Wis., by the Midwest Seed Company, has been sold by it to the canning company of that city.

Extensive repairs have been made to the plant of the Farmers Elevator Company at Carlisle, Minn., and the coal sheds are to be enlarged.

O. W. Oberg will be manager of the Farmers Elevator Company at Appleton, Wis. He was formerly manager of the elevator of Twedt & Giese at Balaton.

A. G. Hansen is manager and grain buyer now for the Merchants & Farmers Grain Company of Belgrade, Minn., succeeding Mr. Butkofski, who resigned.

The Farmers Elevator at Norcross, Minn. has been remodeled. A new dump and scale, new belts and cups are included in the equipment to be installed.

A Strong-Scott Truck Lift has been installed in the elevator of the Empire Elevator Company at Stewart, Minn., and the elevator and coal sheds were repaired.

An addition has been made to the elevator, and feed and flour mill of the McKercher-Rossier Company of Wisconsin Rapids, Wis. The elevator has a capacity of 25,000 bushels.

To deal in grain, cereals, etc., both wholesale and retail, the O. T. Johnson Company, Inc., was incorporated at Minneapolis, Minn. The firm is capitalized at \$25,000. Otto T. Johnson, A. R. Briggs and H. C. Wyman are interested.

## IOWA

The Gund-Sein Company's elevator at Kimballton, Iowa, has been closed for the summer.

A new elevator is to be erected at Pomeroy, Iowa, for the Pomeroy Co-operative Company.

The Farmers Elevator Company of Craig, Iowa, is to repair its elevator and paint it.

The Beatty Grain Company of Grand Junction, Iowa, is succeeded there by the Cramer Grain Company.

The Farmers Elevator Company of Sac City, Iowa, has equipped its plant with lightning protection.

S. H. Lassen on July 1, resigns from his position as manager of the Farmers Elevator at Cleg-horn, Iowa.

The elevator of the Gifford Grain Company at Dike, Iowa, has been sold to A. J. Froning of Garrison, Iowa.

The Iowa-Missouri Grain Company of Mt. Ayr, Iowa, is to be reorganized and incorporated with capital stock of \$25,000. F. F. Wilson is president; Howard Tedford, vice-president and Charles H. Wilson, secretary and treasurer. Sherman Mc-

Cullough will continue as manager of the Mt. Ayer elevator and John Geiger will manage the Redding elevator.

A new elevator is to be built at Taintor, Iowa, replacing the Farmers Elevator which was destroyed by fire.

The contract has been placed by the Farmers Co-operative Elevator Company of Allendorff, Iowa, for a 22,000-bushel elevator of concrete construction.

Improvements are being made to the elevator of the Dawson Grain Company at Neola, Iowa. E. P. Burns has been manager of the elevator for several years.

The Oakville Grain Company of Oakville, Iowa, has been bought by C. J. Johnson. The elevator property was owned by J. C. Hendershot and Harry Wickham.

The Carlton Bros. Elevator Company of Rolfe, Iowa, is to be managed by George Arnold, formerly manager of the Farmers Co-operative Association of Sheldon, Iowa.

Mr. Seward has been elected manager of the Farmers' Co-operative Association of Sheldon, Iowa, succeeding George Arnold. Mr. Arnold is to take charge of an elevator at Rolfe.

A new 25,000-bushel elevator of the Farmers Co-operative Association at Irvington, Iowa, is being built to replace the one destroyed by fire in April. A new warehouse will also be built.

The capital stock of Dow, Hale & Lerigo, Inc., of Davenport, Iowa, seed and grain dealers, has been increased from \$12,000 to \$25,000. Wallace Lerigo is president and John S. Dow, secretary of the firm.

Work is being pushed on the Chicago, Rock Island & Pacific elevator at Council Bluffs, Iowa, so that it will be completed by July 1. It will give a capacity there of 1,200,000 bushels, operated under lease by the Trans-Mississippi Grain Company.

## OHIO AND MICHIGAN

The elevator of S. J. Davidson at Kipton, Ohio, has been doubled in capacity.

The Stewart Elevator Company succeeds the Stiles Elevator Company in business at Linden, Mich.

The elevator of the Farmers Co-operative Company at Jamestown, Mich., which burned in April, is to be rebuilt.

Ezra Dell is succeeded as manager of the elevator of the Smith Bros. Veilt & Co., at Sunfield, Mich., by Theo. Lenon.

The elevator at Arnold, Ohio, has been bought from the Spurrier Bros. by J. W. Cunningham and his two sons.

The Cass City Grain Company has bought the plant of J. A. Kelly & Sons at Clifford, Mich. J. B. Basler will be manager.

Chatterton & Son have bought the elevators at Hartsburg and Oakwood, Ohio, formerly owned by T. B. McDonald of La Porte, Ind.

The plant of J. A. Kelly & Sons at Clifford, Mich., has been bought by the Cass City Grain Company. J. B. Basler will manage the plant.

The Greenville Farmers Exchange Company of Greenville, Ohio, has filed a petition in dissolution. E. W. Loy has been appointed receiver.

A grain elevator at Freeland, Mich., has been secured by the Cass City Grain Company which operates a string of elevators in that state.

The Walter Elliott Elevator Company of Millersburg, Ohio, is building an elevator at Mt. Hope, Ohio. It will be ready for operation in two months.

Alton Fisher of Mulliken, Mich., has bought the Skeoch Elevator at Coral, Mich., operated by Goul & Son for three years. Goul & Son are out of business.

A small manlift is to be installed, in addition to four-way distributors and the large bin is to be divided into four small bins for the Burroughs-Wolohan Elevator Company of Davison, Mich.

Charles F. Hoover has sold the elevator at Bucyrus, Ohio, formerly known as the Bucyrus Equity Elevator, to Jay M. Zeigler and George L. Schultz. The new firm will operate as Zeigler & Schultz.

The Cleveland Milling & Grain Company of Cleveland, Ohio, has cancelled its lease on the Big



Four Elevators. The company has been operating them under lease since 1913. The elevators which were built in 1887 are soon to be torn down by the New York Central Railroad to make room for terminal developments.

Herman Heiser and Vance Cannon have bought the Ottawa Lake Elevator Company, Ottawa Lake, Mich., of which J. E. Dawson is secretary-treasurer. Alex Lindsay has assumed management of the elevator.

The contract has been let by George Barnstool of Utica, Ohio, for a new elevator replacing the one which burned. It will be fireproof, equipped with automatic scales, and large shipping and seed cleaner.

The Hanley Milling Company of Coshocton, Ohio, has leased the grain elevator at Isleta, Ohio, from the Plains Co-operative Company. The elevator will be overhauled preparatory to operating in the immediate future. O. W. Sergeant, it is said, will be manager.

## SOUTHERN AND SOUTHWESTERN

A grain, feed and coal business is to be opened at Lockhart, Texas, by Blanks & Sparks.

A building is to be erected at Cordel, Okla., for R. A. Rigsby which will be used as a grain, feed and seed house.

The old elevator of the Gilbert Grain Company at Waggoner, Okla., has been replaced with a new hollow tile elevator.

The elevator of the Farmers Union Co-operative Association at Arapaho, Okla., has been overhauled, repaired and repainted.

The Farmers Elevator Company has built a 30,000-bushel elevator, ironclad, at Plainview, Texas, replacing the one which burned.

The capacity of the Kansas Flour Mills at Alva, Okla., is to be increased by the erection of an addition to its elevator of 250,000 bushels' capacity.

A building permit has been secured by the Mytinger Mill & Grain Company of Wichita Falls, Texas, for a \$7,500 house for a feed mill there.

An \$18,000 elevator, warehouse and office, with elevator capacity of 28,000 bushels, has been completed at Tulia, Texas, for the Farmers Grain Company.

John S. Nixon and Frank Robinson have incorporated at Augusta, Ga., as the Nixon Grain & Elevator Company. The firm is capitalized at \$50,000.

The American Mill and Elevator property at Elk City, Okla., has been bought by B. O. Davis and N. C. Miller who will operate as the Davis Mill & Grain Company.

A fireproof grain elevator is to be built at Montgomery, Ala., for the Cramton Lumber Company. The building will cost \$8,000 and will be occupied by the Gay Coal & Grain Company.

Articles of incorporation have been filed at Groom, Texas, by the Farmers Grain & Implement Company. Nick Britten and John Britten are interested. The firm is capitalized at \$40,000.

Capitalized at \$25,000, the Clarksville Grain & Elevator Company has been incorporated at Clarksville, Tenn. R. D. Fort, M. C. Ewing, E. E. Riggins, A. Myer and J. H. Winters are the incorporators.

The interest of Paul Harris in the Harris Grain Company of Pawhuska, Okla., has been bought by W. T. Leahy. He will conduct it as usual with W. T. Leahy and Thomas B. Leahy as owners.

The Pond Creek Elevator Company has been organized at Pond Creek, Okla., and has bought the elevator owned by W. B. Johnston of Enid. The organizers are William Halcomb, Ralph James and Orville Caple.

The Jeter Lumber Company has bought all the coal stocks and interests of R. L. Batte Grain & Fuel Company at Cameron, Texas, of which R. L. Batte, Jr., is manager. Mr. Batte will continue his grain and feed business.

The Ayres Grain & Commission Company has been incorporated at Fort Worth, Texas, by R. C. Ayres with whom will be associated Harry Johnson and J. E. Durrell. The company will be capitalized at \$10,000, and will handle grain.

Capitalized at \$60,000, the Great Plains Mill & Elevator Company has been incorporated at Enid, Okla. George G. Grogan is interested. The company has bought the Millers Milling Company's plant and will operate, increasing the capacity to 350 barrels.

The Cox-Henry Grain Company of Enid, Okla., has been dissolved, effective June 1. Mr. Cox will continue in the grain business operating at Isabella, Orienta and Augusta, with headquarters at Enid. Mr. Henry will operate as the John Henry Grain Company at Quilan, Rosston, Beaver, Willow, Brinkman and Blair, with headquarters at Enid.

The interest of J. C. Davis of Danville in the Cogar Grain, Coal & Feed Company, Cogar (Harrodsburg P. O.), Ky., has been sold by him, and hereafter the business will be run as the Cogar

Grain & Coal Company with Banks Hudson, president; H. T. Adams, vice-president and E. R. Dillehay, secretary-treasurer. The company handles hay, wheat, corn and seed, besides coal.

A 10,000-bushel studded ironclad elevator and 80-foot warehouse are to be built for Frank Spencer at Nowata, Okla. The elevator will be equipped with one leg, feed leg and two pair high feed mill, 10-ton Howe Truck Scale and 15 horsepower motor.

J. M. Trenholm, C. B. Fralier, George J. Coleman and W. Chandler have incorporated at Binghamton, Tenn., as the Mississippi Valley Grain Company, capitalized at \$50,000. It succeeds the Mississippi Elevator Company there which is being dissolved.

R. W. Baker & Co. have leased the grain elevator at Charlestown, W. Va., which has been operated by the Reed Grain & Milling Company for five years. The new firm is composed of R. W. Baker, Marshall Burns and James R. Marshall.

Bids are to be received June 25 by the Harris County Houston Ship Channel Navigation District, B. C. Allen, secretary, for a concrete grain elevator and steel shipping galleries at Houston, Texas. The plans are with the John S. Metcalf Company of Chicago.

The Valley Brokerage Company of Memphis, Tenn., has been bought by Walter M. Browne, millfeed and grain broker. The brokerage company was founded and operated by E. W. Sommers. Mr. Browne will have charge of both offices. He has his own business operating as Walter M. Browne & Co.

P. J. Mullin and E. V. Mashburn have incorporated at Oklahoma City, Okla., as the Mashburn-Mullin Grain Company. Mr. Mashburn was grain buyer for the Shawnee Milling Company and will have charge of the Oklahoma City office. Mr. Mullin for years was in the grain business at Fort Worth, Texas, and will have charge of the office there.

## WESTERN

Forest Davis' new warehouse at Wenatchee, Wash., will soon be completed.

The International Elevator Company of Froid, Mont., is to install an air dump.

Joy Mann of Columbus has secured the lease of George W. Potts in the elevator at Absarokee, Mont.

The Imperial County Farm Bureau Grain Exchange of Brawley, Calif., has changed its name to the Imperial Grain Growers.

The Occident Elevator at Forsyth, Mont., has been equipped with a truck dump and new 10-ton scales.

Jay Kirk of Spring Valley has bought the interests of the L. H. Roberts Grain Company at Waverly, Wash.

The Summit Grain Company has equipped its elevators at Arapahoe and Cheyenne Wells, Colo., with lightning rods.

The elevator at Craigmont, Idaho, is to be completed by July 15. The elevator will be operated by three electric motors.

A branch office has been opened at Oakland, Calif., by the Michaels Grain & Milling Company of Los Angeles, Calif.

The interest of the L. H. Roberts Grain Company at Waverly, Wash., has been bought by Fay Kirk of Spring Valley.

Installations are to be made by the Farmers Elevator Company of McCabe, Mont., including a new 10-ton scale and air dump.

A 150,000-bushel fireproof addition is to be built by the Wasco Milling Company of Dallas, Ore., contracts for which has been let.

A grain brokerage business is to be conducted at Los Angeles, Calif., by Walter and R. P. Seeley who have formed a partnership for that purpose.

John Hoffman is building a 100,000-bushel elevator on his farm near Walla Walla, Wash. The elevator is being built in cylindrical form and costs \$50,000.

The Farmers Elevator Company of Outlook, Mont., is to repair its elevator and install new motor and car puller and the driveway is to be extended.

A modern one-story business building is to be built at Provo, Utah, for the Wasatch Produce Company of Provo. Karl Kellerstrass is owner of the property.

The contract has been placed with the T. E. Ibberson Company by the Equity Co-operative Association of Raymond, Mont., for the erection of a 30,000-bushel elevator replacing the one which burned last fall.

Capitalized at \$50,000, the Farmers Grain Co-operative Marketing Association has been formed at Denver, Colo. Arthur D. Bacon, William Price, T. N. Beaseley are among those interested. Its offices will be in Longmont.

Four warehouses and one bulk elevator of the Pacific Coast Elevator Company, a subsidiary of the Sperry flour Company, have been leased for

a term of one year by the Washington Grain & Milling Company. The warehouses are at Davenport, Omans, Creston and Rocklyn, Wash., and the elevator is at Creston.

The Robinson-Wyatt Grain Company of Stratton, Colo., is to add 5,000 bushels' storage capacity at its plant and put on a steel roof. The contract for the work has been let.

The Collier Warehouse at Brandon, Ore., has been leased by D. C. Kay from the Coquille Wood Products Company. He will conduct a grain, hay and feed business.

H. R. Otis, who has been assistant manager of the Farmers Union Milling & Elevator Company at Denver, Colo., is to enter the grain and flour business at Portland, Ore.

The J. B. Hill Grain Company of Fresno, Calif., on June 1, opened an office at Los Angeles, Calif. C. B. Holladay who has been with Smith & Scott, Ind., for four years, will be in charge.

## ILLINOIS

The Earlville Farmers Co-operative Company of Earlville, Ill., has built a new office.

The Odell Grain & Coal Company of Odell, Ill., has installed a 25-horsepower motor.

The Thawville Grain Company of Thawville, Ill., has installed a coal conveyor and dump.

The interest of C. E. Camp of Bemet in the Cook Grain Company at Ivesdale, Ill., has been sold by him.

Theodore Brandt succeeds C. A. Roosen as manager of the Lewis-Wilson Elevator Company at Mt. Sterling, Ill.

Wm. Hight succeeds his brother J. C. Hight as manager of the Hight & Cline Grain Elevator at Mt. Auburn, Ill.

Frank Supple of Bloomington now owns the elevator at Ogden, Ill., formerly owned by J. S. Coon. He is operating it.

A truck dump is to be installed by the Sibley Grain Company of Sibley, Ill., of which E. T. Johnson is manager.

The grain and feed business of the Consumers Fuel & Feed Company at Galesburg, Ill., has been bought by J. C. Van Antwerp.

Repairs are being made to the elevators of the Milford Grain Company at Milford, Ill., and the elevator is being covered with corrugated iron.

The Farmers Elevator Company of Missal, Ill., has installed an 18-horsepower gasoline engine. The company will shortly build a new office too.

The West Brooklyn Farmers Co-operative Company has built a new office at West Brooklyn, Ill. New coal sheds are also being erected and new attrition mill installed.

The interest of J. B. Stone in the Morris & Stone elevator at Coles Station, mail Mattoon, Ill., has been purchased by Ed. Morris, his partner. Ill health caused Mr. Stone to sell out.

Capitalized at \$5,000, the Standard Elevator Company has been incorporated, with offices at 208 South La Salle Street. Paul M. Godehn, Frank W. Sullivan and Frank D. Mayer are interested.

A modern dump and 10-ton Howe Scale are being installed in the Farmers Elevator Company's elevator at Winchester, Ill. They are building a brick cob burner, 18x20 feet, lined with fire brick.

A new elevator company has been formed at Essex, Ill., by George Hoffman, Wm. Dwyer, Orland, Hoffman, Fred Palmer and Thos Howatt. They will take possession of the Dunn Elevator which they bought.

New machinery is to be installed in the elevator of the Collins Grain Company at Galton, Ill., which it is rebuilding. The new corn crib will have capacity of 35,000 bushels and will furnish ample storage for the wheat crop. A modern dump will be installed.

The A. E. Staley Manufacturing Company of Decatur, Ill., is to erect a grain storage and merchandising business in connection with his other business to take place on July 1. A new grain department has been added to the general office force with J. C. Hight of Hight & Cline as manager.

The A. & O. Grain Company has been incorporated at Decatur, Ill., capitalized with stock of \$100,000. J. F. Evans is president; H. L. Legrand, vice-president; M. C. Cooper, secretary; H. C. Luckenbill, assistant secretary and T. R. Carroll, treasurer. The company has bought the grain elevator properties of the Argenta Grain Company at Argenta and the Oreana Grain Company at Oreana and Green Switch. Mr. Cooper will continue to operate the Oreana and Green Switch property and Mr. Luckenbill will operate the Argenta Elevator.

The Runzie Commission Company of Alton, Ill., which has been in business there for 31 years, has been sold by the Runzie family to B. R. Baumann of Highland. The business was organized 31 years ago by John Runzie, who afterwards took in Joe



Runzie as partner. The two brothers conducted the business for years when John Curdie, a nephew roined. Later the Runzies sold the business and the two Curdie brothers, John and Joe operated the business. Mr. Baumann is a grain, feed and lumber man and formerly had charge of the Farmers Elevator at Pierron, near Highland, Ill.

The elevator at Chatsworth, Ill., known as the Rogers Grain Company's elevator has been bought from the Illinois Central Railroad by R. B. Stoddard of Minonk who will operate it. The elevator has been operated under lease for some time by J. H. Kerrins & Co., and prior to that by S. R. Puffer. James Kerrin will remain as manager of the elevator.

#### MISSOURI, KANSAS AND NEBRASKA

A new elevator is to be built at Ryans, near Santanta, Kan.

A 10,000-bushel elevator is to be built on the farm of C. A. Glad at Herndon, Kan.

The Hacker Elevator at Florence, Kan., has been bought by E. E. Rohrer of Abilene.

R. L. Lewer is manager of the Farmers Lumber & Grain Company at Nora, Neb.

The Miller Elevator Company of Miller, Mo., is to repair its elevator and repaint it.

Repairs have been made to the elevator of the Farmers Grain Company of Palmer, Neb.

The elevator of the Latta Grain Company at Hopper, Neb., has been closed until fall.

J. J. Kroeker succeeds J. J. Hubert and P. C. Frisen at the elevator at Henderson, Neb.

The grain elevator of the Derby Grain Company at Smith Center, Kan., is to be remodeled.

The Sibley Elevator at Buckner, Mo., has been bought by Rex Hedrick, who paid \$1,100 for it.

Capitalized at \$10,000, the Standard Grain Company has been incorporated to operate at Hutchinson, Kan.

E. E. Powell has resigned his position as manager of the Agency Elevator & Grain Company at Agency, Mo.

A 10,000-bushel addition is being built to the elevator of the L. H. Pettit Grain Company at Elkhart, Kan.

An elevator at Alden, Kan., has been bought by W. E. Davis, manager of the Kansas Elevator at Kinsley.

The Lipscomb Grain & Seed Company of Liberal, Mo., has added a flour room to its place of business.

Improvements have been made to the Farmers Elevator at Lynch, Neb., including reroofing and repainting.

The elevator of the Geneseo Grain Company at Utica, Kan., has been bought by the K. B. R. Milling Company.

J. A. Heazler has bought the elevator of the Kansas Flour Mills Company at Alexander, Kan. He will operate it.

A. E. Miller is manager of the Farmers Elevator at Bentley, Kan. He was formerly manager of the Farmers Elevator at Gerlane.

Business operations have been started by the Producers Grain Company of Mexico, Mo. Nick Schmidt of Centralia is manager.

The Farmers Union Elevator at Eudora, Kan., is now managed by Warren Mettlen of Brownell, Kan. He succeeds J. S. Johnson.

The plant of the Houston & Anderson Grain Company at Goodland, Kan., is being remodeled. The contract for the work has been let.

Coal bins of iron and concrete construction and costing \$2,000 are to be built at Grand Island, Neb., for the Reinkingin Grain Company.

The Shields Grain Company is perfecting plans at Chetopa, Kan., to make improvements and install power feed mill and offices and yards.

J. D. Grove has been succeeded as manager of the Farmers Co-operative Elevator Company at Anthony, Kan., by A. E. Deere of Waldron.

The Derby Grain Company of Brewster, Kan., has overhauled its plant and installed dump. The building is to be rodded for lightning protection.

Charles Woodruff is manager of the elevator at Wells, Kan., succeeding Mr. Lawson. Mr. Lawson will manage the Farmers Elevator at Delphos, Kan.

The elevator and mill which Oscar Alspaugh bought from the Kinsley Milling Company of Kinsley, Kan., has been sold by him to Ross L. Miller of Houston.

A new elevator is being erected at Sharon Springs, Kan., for Pomeroy Capper to be completed, with capacity of 8,000 bushels, in time for the coming crop.

Robert Vance has resigned his position as manager of the Consolidated Elevators Company at Hutchinson, Kan., and has formed a partnership with L. E. Rethhorst, formerly manager of the elevator of the Kansas Grain Company, and will

engage in the grain business. The Consolidated Elevators Company is a subsidiary of the Consolidated Flour Mills Company.

Carl E. Powell has bought his brother's interest in the L. H. Powell & Co., grain, feed and coal dealers at Eldorado, Kan., and has assumed sole ownership.

The Arkansas City Milling Company of Arkansas City, Kan., is separating its grain and milling department. C. E. Jones will be manager of the grain department.

The Checkerboard Elevator at St. Louis, Mo., owned now by the Ralston Purina Company, has been declared regular under the rules of the Merchants Exchange.

Improvements costing \$150,000 are to be made to the plant of the Wichita Terminal Elevator Company at Wichita, Kan., enlarging the capacity by 650,000 bushels.

A large storage house has been built to the O'Brien Elevator at St. Paul, Kan., by Frank O'Brien to be used for storing feed. He will handle chicken feed in carload lots.

Bids were received late in May by the Wabash Railroad Company for an 800,000-bushel additional storage to its elevator at Kansas City, Mo. A new grain drier will also be built.

The interior of the Wildgrub Elevator at Coffeyville, Kan., owned by the Edna Grain Company is being remodeled and new engine, belting and machinery are being installed.

Jess Lankford is now manager of the Standard Grain Company of Hutchinson, Kan., a subsidiary of the E. L. Rickel Grain Company of Salina, Kan. He was in business there for many years.

Ray Phillipe has been promoted to position of manager of the Nye-Schneider-Jenks Company at Wymore, Neb. He has been yard overseer of the company's Fremont house for six years.

The Burrell Engineering & Construction Company has just completed the Chicago, Burlington & Quincy 500,000-bushel additional storage at St. Joseph, Mo. It is now ready for the new crop.

The business of the Farmers Elevator & Mercantile Company at Kingman, Kan., has been leased by J. T. Braly of Cleveland and V. M. Ravenscroft who have formed a partnership for operating it.

The Farmers Elevator Company at Oshkosh, Neb., has sold its holdings to the Lexington Mill & Elevator Company. A number of improvements and increase in capacity is to be made after the new crop has been moved.

The 1,000,000-bushel addition to the Murray Elevator at Kansas City, Mo., now under construction by the Burrell Engineering & Construction Company has the bins now about one half the total height and it will be completed and ready to receive grain by July 15.

W. P. Fuller and Ray Cunningham have bought the Southwest Grain Company of Hutchinson, Kan., from Dr. J. N. Rose. Mr. Fuller was formerly with the Ernst-Davis Grain Company of Kansas City, and Mr. Cunningham was manager of the Pawnee County Co-operative Company of Larned.

The Farmers Elevator at Corning, Mo., has been remodeled and capacity increased 5,000 bushels. A new driveway, truck dump, Union Iron Works Corn Sheller, 10-ton Howe Truck Scale and feeder and motors are to be installed at a cost of \$3,000. George H. Birchard did the work which was to be completed June 13.

The Cherny & Watson Lumber Company has bought the property of the C. A. Millar Grain Company at North Bend, Neb., including elevator, at a purchase price of \$13,500. Dowling & Purcell established this business many years ago and operated it until 1909, doing a general grain and livestock business.

A new elevator is under construction at Caldwell, Kan., for the Caldwell Milling Company replacing the property which burned. It will be operated along with the company's other elevator property by J. E. Damon, as the Damon Grain & Produce Company. The company has recently been formed with headquarters at Caldwell, capitalized at \$35,000.

The addition to the Santa Fe Elevator, now under construction at Argentine, (Kansas City P. O.) Kan., will have an equipment of 33 Morse Chain Drive ranging from seven and one-half horsepower to 75 horsepower each and approximating 1,250 total horsepower. This is the second installation of Morse Chain Drives in this elevator, the first having been made in 1924 totalling 17 drives and 750 horsepower.

#### THE DAKOTAS

The Equity Elevator at Prosper, N. D., is to be rebuilt.

A cribbed elevator is to be erected at Cavalier, N. D., for the Cavalier Milling Company.

The elevator at Mapleton, N. D., has been bought from the Andrews Elevator Company by the

Farmers Elevator Company whose elevator burned last fall. Charles Gibson is now manager.

General repairs are to be made to the plant of the Cresbard Grain Company at Cresbard, S. D.

The Frescoln Elevator at Burke, S. D., has been bought by George A. Torrence and Louis Spurb.

A cleaner is to be installed in the elevator of the Farmers Union Elevator Company of Hebron, N. D.

A cleaner is to be installed in the property of the Equity Elevator & Trading Company at Warwick, N. D.

Lightning rods are to be installed in the elevators of the Farmers Elevator Company at Jefferson, S. D.

A new air lift truck dump has been installed in the elevator of the Farmers Elevator Company at Redfield, S. D.

O. A. Helland has bought the J. F. Huntington Elevator at Clear Lake, S. D., and is going to make general repairs on the plant.

The business of the Western Terminal Elevator Company of Vivian, S. D., at Tabor, S. D., is to be managed by Ed. Jungbluth.

A new 35,000-bushel elevator is to be built at Lehr, N. D., for the Eichorn Elevator Company, replacing the one which burned in March.

A 10-ton scale has been installed with air truck dump in the elevator of the Farmers Elevator Company at Eckelson, N. D. W. E. Ryan is manager.

The Farmers Co-operative Elevator Company of which M. J. Casey is manager, will rebuild the 35,000-bushel elevator at Spring Brook, N. D., which burned.

A new office and engine room is being erected at Chaffee, N. D., for the Farmers Elevator Company and other improvements are being made including the installation of new scale and truck dump.

The Frank E. Lee Elevator at Olmstead, N. D., has been bought by the Van Dusen-Harrington Company of Minneapolis.

A new elevator is to be built at Brandt, S. D., for the Farmers Elevator Company, replacing the one which burned two years ago.

A second leg, 10-ton scale and air truck lift is to be installed by the Farmers Elevator Company of Bloom (Jamestown p.o.), N. D. Vincent Matejcek is manager.

The plant of the Glenburn Co-operative Elevator Company at Glenburn, N. D., is being remodeled and new office, foundation and leg of larger capacity being installed.

Improvements have been made by the Farmers Elevator Company at Colton, S. D., installing a 10-horsepower motor and remodeling and redecorating the office.

The Dodge Elevator at Towner, N. D., has been bought by the Andrews Grain Company. The elevator was closed May 1 and during the summer will be torn down.

A. E. Carter has resigned his position with the Venlo Grain Company of Venlo, N. D. The company will close its elevator for the summer but will reopen in the fall.

The old grain house at Pierre, S. D., formerly used by the Pierre Hay & Grain Company has been bought by Frank Pettijohn. He will wreck it and build a modern elevator.

A dump is being installed and the driveway is being repaired at the elevator of the Farmers Co-operative Elevator & Mercantile Company of Columbus, N. D. A. L. Tenn is manager.

Charles Barker has bought the Great Western Elevator at Brentford, S. D., which has been managed by John K. Kirby. It will be opened the first of July with R. C. Styles as manager.

The 60,000-bushel elevator of the Farmers Elevator Company of Bisbee, N. D., is being repaired including a new foundation, new scales, etc., and painting of entire plant, elevator, corn sheds, and flour warehouse.

#### CANADA

The Banner Grain Company has been incorporated at Edmonton, Alta., with capital stock of \$1,000,000.

An addition is being built to the Midland Elevator at Midland, Ont., which will give them capacity of 5,000,000 bushels in all.

An appropriation of \$575,000 has been made by the Canadian House of Commons for the terminal grain elevator to be built at Halifax, N. S.

Work is progressing on the new elevator of the Chilliwack Producers Exchange at Chilliwack, B. C. Plans and specifications are being drawn for a \$4,000 warehouse to be erected in conjunction with the elevator.

The No. 3 Elevator at Vancouver, B. C., known originally as the Woodward Elevator, is to be finished by the end of July, it is said. The elevator is to be leased to Edmonton interests headed by Mayor K. Blatchford. With the new bins, the elevator will have a capacity of 540,000 bushels.



# FIRES—CASUALTIES

Towner, N. D.—The Andrews Grain Elevator burned recently.

Decatur, Ill.—The Henry Hart Feed Store was damaged by fire.

Hansboro, N. D.—The elevator of George McLean burned recently.

Plain City, Ohio.—Fire damaged slightly the elevator of G. W. and C. E. Fee.

Heckman (Marshall p. o.), Minn.—The Atlas Elevator was destroyed by fire.

Stockton, Minn.—The Farmers Co-operative Elevator here was damaged by fire.

Bisbee, N. D.—The elevator of the Farmers Grain Company was destroyed by fire.

Plainview, Texas.—The Cox Elevator here was destroyed by fire with a loss of \$20,000.

Salina, Kan.—Fire slightly damaged the property of the Robinson-Wyatt Grain Company on May 11.

Deckerville, Mich.—A warehouse belonging to Chatterton & Son was destroyed by fire on June 9.

Pillsbury, N. D.—The Pillsbury Elevator Company had a slight fire in their elevator on May 28.

Blanchard, Okla.—The elevator of the Blanchard Grain Company was totally destroyed by fire recently.

Bailey, Mich.—The grain elevator of the Farmers Banking Company burned with a loss of \$10,000.

Hickman, Calif.—The George Maize warehouse filled with grain was damaged during a storm last month.

St. Paris, Ohio.—Lightning did slight damage to the elevator of the St. Paris Grain Company on June 8.

Lincoln, Mich.—An exposing fire damaged the roof of the Lincoln Elevator Company on June 10.

Buxton, N. D.—On June 6 lightning destroyed the oil house of the Buxton Grain & Potato Company.

Centerville, S. D.—Lightning struck the elevator of T. I. Gunderson on June 3. The resulting loss was small.

Walnut Ridge, Ark.—The W. R. Bench Company's property, feed and coal dealers, was damaged by fire.

Hixton, Wis.—Fire, caused by lightning, destroyed the elevator of the Farmers Grain & Milling Company.

Gardiner, N. Y.—The warehouse of the Central Co-operative Association was totally destroyed by fire on May 22.

Belgrade, Neb.—The Hord Elevator here burned late in May. The entire structure and contents were destroyed.

Monroe, S. D.—Fire of unknown origin destroyed the elevator of the Fleischmann Malt Company with a loss of \$8,000.

Calvert, Kan.—The elevator of the Robinson-Wyatt Grain Company burned, with 1,800 bushels corn and some other grain.

Alhambra, Ill.—Fire destroyed the Prange Bros. elevator and warehouse with a loss of between \$15,000 and \$20,000.

Crowley, La.—Fire destroyed with a loss of \$50,000, the Hoover & Milliken Rice Warehouse. The loss is covered by insurance.

Hood River, Ore.—The warehouse of the Kelly Bros. Company, Inc., was totally destroyed by fire of unknown origin on May 10.

Tucumcari, N. M.—On June 8 the elevator of the C. M. Light Grain Company was damaged by water due to an exposing fire.

Boston, Mass.—The hay and grain buildings of the Landry Bros., together with contents, burned with a loss of \$8,000 on May 18.

Gaston (Weston p. o.), W. Va.—Fire destroyed the store and two feed warehouses of S. R. and B. M. Hill with a loss of \$20,000.

Arlington Heights, Ill.—Fire occurred in the hoist house at the coal silos of the Arlington Elevator & Coal Company on June 1.

Big Timber, Mont.—On May 25, fire originated in the elevator of Strauss & Co., Inc., resulting in a total loss. It will be rebuilt.

Pulaski, Ohio.—Fire damaged the elevator of the Farmers Co-operative Company with a \$12,000 loss on building and \$2,000 on grain.

Hydro, Okla.—The frame elevator of the El Reno Mill & Elevator Company here caught fire on May 5. It communicated to the elevator of M. C.

McCafferty which was detached 105 feet from the main building and 80 feet from an addition. Both houses and additions were total loss.

Oberon, N. D.—An electrical short circuit in the elevator of the Equity Elevator & Trading Company resulted in a small fire on May 18.

Oswego, N. Y.—Fire on May 31 damaged, to the extent of \$5,000, the feed store of George W. Smith. Insurance covered about one third of the loss.

Boone, Iowa.—A fire which damaged the Consumers Coal Company's plant and the Chris Williams Elevator and a lumber yard occurred on May 23, with a loss of \$30,000.

Vermilion, S. D.—Fire destroyed completely the elevator here of S. R. Schilling. There were several thousand bushels of grain in the elevator and the loss is estimated at \$15,000.

Britton, Okla.—Fire destroyed the grain elevator and warehouse of the Eagle Mill & Elevator Company with a loss of \$15,000. The fire is believed to have been of incendiary origin.

Washington C. H., Ohio.—Fire damaged quite seriously the grain elevator of Ed. Allen on May 16. The blaze started, presumably from an overheated motor, in the top of the elevator and only

the efficient work of the fire force prevented the elevator from being totally destroyed.

Ogden, Utah.—Damages of \$3,100 were done to the property of the Farmers Feed & Produce Company by fire which is said to have started from defective wiring.

Bismarck, N. D.—Fire occurred in the cooling tower of the power plant of the Occident Elevator of the Russell Miller Milling Company on June 1, resulting in a small loss.

Minneapolis, Minn.—Damages amounting to \$40,000, were done to Elevator "K" of the Sheffield Elevator Company by fire on June 6. The grain was not damaged. Repairs were made immediately and operations resumed.

Rock Hill, S. C.—Fire of unknown origin destroyed three or four sections in the B. M. Fewell Warehouse including the section used by the Hinson Feed Company. Large quantities of hay, grain and feedstuffs were destroyed.

Alex, Okla.—Fire destroyed the elevator of the Pruitt-Caldwell Grain Company. The loss is partly covered by \$10,000 insurance. It will probably be rebuilt, inasmuch as it was a new elevator.

Ferguson Switch, near Plainview, Texas.—Fire destroyed the Cox Elevator here together with two cars of grain on the siding. The loss to the elevator was \$20,000, partially covered by insurance. The cause of the fire is unknown.

Saugatuck, Conn.—Fire of unknown origin on May 16, destroyed the warehouse of the Saugatuck Grain & Storage Company. The loss amounted to \$100,000. More than 10,000 bushels of grain, hay and feed were lost.

## OBITUARY

BROOKS.—W. E. Brooks, president of the Brooks Company, manufacturers of mixed feeds at Fort Scott, Kan., died on May 9. He was widely known in the grain and mixed feed business.

BUNDY.—Albert W. Bundy died on May 5 following an operation for appendicitis. He was secretary and treasurer of the Samuel Walton Company, hay and grain merchants of Pittsburgh, Pa. His widow and two children survive him. He was 44 years old.

CARTER.—M. E. Carter died aged 72 years. He was one of the oldest members of the Merchants Exchange of Memphis, and an ex-president of that exchange.

CLEMENS.—Ralph B. Clemens died suddenly. He was proprietor of the Clemens Grain Company of La Mesa, Calif.

GEHRING.—Michael J. Gehring died from heart trouble on May 28. He was assistant superintendent of the Pennsylvania Railroad's export grain elevator at Baltimore for many years.

GILBERT.—Alonzo F. Gilbert died aged 78 years at Springfield, Mass. He was for years in the grain business, but retired two years ago.

HALL.—Edward G. Hall died on May 11, aged 58 years. He was for many years in the grain and feed business at Attleboro, Mass., at the head of John Paull & Co. His widow and two sons survive him.

HAM.—Eben Jacob Ham died on June 3. He was for many years a member of the grain firm of J. B. Ham Company of Lewiston, Maine. He retired three years ago.

HOCUM.—A. J. Hocum died on May 9. He was a member of F. O. & A. J. Hocum at Varina, Iowa, and had been in the grain business for about 13 years.

HORNER.—H. H. Horner died at Kansas City, Mo., on May 18. He was secretary of the T. Lee Adams Seed Company.

HUEY.—J. C. Huey died recently at his home in Traer, Iowa. He was a member of Huey, Sells & Co., and for years was interested in the grain business.

KEISER.—Edward Keiser died from acute indigestion. He was supervisor for the Office of Federal Grain Supervision, located at Galveston, Texas.

KISSINGER.—A. N. Kissinger died aged 75 years on May 4. He was for years in the feed and flour business at Reading, Pa.

KLUG.—H. G. Klug died on May 7. He opened the elevator of the Farmers Co-operative Company at Groton, S. D.

MILLIGAN.—Fred W. Milligan died recently. He was well known in the grain and lumber business at Jefferson, Iowa.

MILLINGTON.—Fred W. Millington died re-

cently at New Orleans, La. He was for years connected with J. T. Gibbons, Inc., grain dealers.

M'INTOSH.—Charles T. McIntosh died recently at Charleston, S. C. He had been in the seed business there for years and was a member of the firm of C. T. McIntosh & Son.

NIXON.—Kendall Nixon died aged 72 years on May 11, at Winnipeg, Man. He was a prominent member of the Winnipeg Grain Exchange.

NICHOLS.—S. Schuyler Nichols died on June 8, after a long illness. He had been with G. W. Van Dusen & Co., grain dealers of Minneapolis, since 1885.

PARDRIDGE.—Frederick Charles Partridge for years an operator on the Chicago Board of Trade, died on June 11, at his home in Chicago. He was the son of the late Edwin Partridge, prominent Board of Trade operator.

PARKER.—James F. Parker died after a long illness. He was a member of the firm of Parker & Graff of New York City and for years was a member of the New York Produce Exchange.

PARTAIN.—Solon Partain died on May 5 from shotgun wounds. He was a grain dealer at one time at Greenville, Texas.

RIXEL.—Norton B. Rixel, dealer in cotton and linseed meal and other feeds died recently, evidently a suicide. He had offices in the Livestock Exchange Building in Kansas City, Mo.

ROBINSON.—Harry W. Robinson died recently at Cleveland, Ohio. He was president of the National Hay Association in 1909-10. Up until 1910 he had been connected with industries closely allied to the hay and grain business; in that year he moved to Cleveland where he followed the hay and grain business until 1923 when he became identified with the Flax Seed Department of the Sherwin-Williams Paint Company.

SMITH.—Samuel Jenkins Smith died from apoplexy on May 19. He was a veteran member of the St. Louis Merchants Exchange. He had also served as president of the Philadelphia Board of Trade for one term.

WADE.—Mark F. Wade died on May 14, at his home in Memphis, Tenn. He was vice-president of the John Wade & Sons, Inc., grain, flour, hay, and stock feed dealers of that city.

## DAKOTA CO-OP MOVEMENT IN SPOTLIGHT

The Agrarian Movement in North Dakota, by Paul R. Fossum, Ph.D., Wesleyan University. Johns Hopkins Press, Baltimore, Md. Price, \$1.75.

Very timely is the work of Dr. Fossum in reviewing the agrarian movement in North Dakota. The development of grain marketing in that state is thoroughly discussed, and by the time the reader comes to information set down as to the farmers'



co-operative plans, he has the advantage of viewing them in their correct proportions in relation to marketing methods which preceded them.

In view of the fact that the author of this volume is a distinguished observer, the following paragraph in the final chapter of the 180 page work, is significant.

"It is not possible to doubt that the co-operative will attempt to justify itself economically with its patrons. We can even go farther and maintain that the membership will be persuaded that theirs is an economic gain. We should bear in mind however, the origin of the Agrarian Movement; we should not lose sight of the fact that the problem, though it centered around the marketing of produce, arose because of the distrust of the farmer for his agent both at country points and at the terminal; we should not overlook the fact that, although at times this distrust of the producers was founded upon fact, yet the ease with which one could engage in the grain trade and the resulting intense competition has so lowered the margin of profit that it does not seem that any appreciable reduction in handling costs can be reasonably expected. The great gain, if there is to be a gain, must therefore be an ethical one and must come from the elimination of that discontent that has sprung from the suspicion that another is gaining at the farmer's expense. The movement, it seems fair to predict, has, because of the changing methods of the farmer, a reasonable chance to eliminate that discontent that has been the butt of all political activity in the Western States since the Civil War. Such a movement, it seems, will be able to restore that equilibrium in the affairs of the Nation which was destroyed by specialization and consolidation in the manufacturing industries, and which the Agrarians so often attempted to restore by statute and enlarged governmental activity. Thus this change in the methods of farming seems to mark the close of a period of expansion on the part of government activities and the beginning of a period in which the government will be gradually relegated to its true function of arbiter and protector in private rights."

A full check of the references and sources of information used is furnished in the footnotes and appendix. The state study of Dr. Fossum is somewhat the same field as the work now being prepared by Professor Boyle, of Cornell University, or the subject (national in scope) of the co-operative movement.

## FIELD SEEDS

(Continued from Page 834)

ume, in fact better than expected and even now there are some instances of small buying. The call for Sudan grass was said to be beyond expectations, but very little buying was reported in the line of soy beans.

The new Clover seed crop is still in considerable doubt, the North American concern states. The fields are reported to be very spotted, due to the fact that the rains came in such an irregular way, some sections having good moisture and other fields nearby having comparatively little rain. On the whole however, the North American officials say the Clover fields in Wisconsin for the most part look very promising and that this should be a good indication of a good second growth crop of Clover with a corresponding good return of seeds.

As for the southern tier of states, Illinois, Indiana and Ohio, the North American says they have had much more adverse weather during the entire spring and hence this is bound to reflect a relatively poor showing in the Clover fields, just as in other crops. Reports from these states are said to conflict sharply, the North American states, some being favorable, and others being equally unfavorable.

### THE TEST OF SEED QUALITY

The Vermont Experiment Station points out in a recent bulletin that a farmer might as well expect all-wool garments when he buys a cheap suit as high-class seed when he pays a cheap price.

These certificates of seedsmen as to purity and germination are not exact, for that is an impossibility, but tests show that they usually come very close to the percentage stated, sometimes a decimal under and often a decimal above the guaranty but they are substantially correct and many states have laws to penalize any misstatements. The weed problem is ever present and some weed seeds, particularly in the fine seeds, cannot be entirely cleaned from the stock. If farmers knew weed seeds as well as they did grain seeds, they would take a look at cheap grade seeds and pass them by. A reading glass would tell the tale readily if the farmer knew the weed seeds.

The cleaning processes of the big seed houses take out the largest percentage of weed seed and leave the seed comparatively clean, remarkably so compared with its original condition.

The following table shows to what a high degree

of purity modern seed cleaning methods and machinery have achieved, as proved by a statement compiled after examination of samples from all over the country by the Vermont Experiment Station:

Seed	Guaranty	Purity Found
Alfalfa .....	99.85	99.99
Barley .....	99.11	99.43
Alsike Clover .....	99.3	99.5
Red Clover .....	99.5	99.72
Corn .....	99	99.69
Millet .....	99.54	100
Oats .....	99.5	99.98

### IMPORTS OF FORAGE PLANT SEEDS

The Seed Laboratory of the Bureau of Plant Industry reports the following imports of forage plant seeds permitted entry into the United States under the Seed Importation Act:

Kind of seed	April 1925		April 1924		July 1, '24 to April 30, '25		July 1, '23 to April 30, '24	
	Pounds		Pounds		Pounds		Pounds	
Alfalfa .....	12,000		792,100		4,782,300		12,087,500	
Canada bluegrass ..	21,600		15,900		1,141,900		813,100	
Alsike clover .....	186,100		236,200		10,416,500		11,015,400	
Crimson clover .....	295,300		298,900		4,555,900		7,576,000	
Red clover .....	40,300		243,500		6,541,400		24,728,900	
White clover .....	54,900		27,900		1,172,800		1,344,900	
Clover mixtures .....	400				18,800		74,000	
Meadow fescue .....					600		300	
Grass mixture .....					200		100	
Broom-corn millet ..	50,000				253,000		564,100	
Foxtail millet .....	79,800		13,800		243,100		184,200	
Orchard grass .....			21,100		991,900		603,400	
Rape .....	101,500		451,500		4,231,000		6,578,200	
Redtop .....	200		300		700		400	
English ryegrass .....	143,500		70,800		1,276,900		1,897,000	
Italian ryegrass .....	1,700		11,400		753,600		1,022,700	
Timothy .....	400		100		500		100	
Hairy vetch .....	93,600		192,100		1,572,800		2,940,800	
Spring vetch .....	156,700		303,100		1,102,200		1,033,400	

1All from France.  
2All from France except 49,900 pounds from Japan.  
383,900 pounds from Ireland, 59,600 pounds from New Zealand.

### ALFALFA SEED PLUS

Some Alfalfa seed for sale is a little over half Alfalfa with about two-fifths weed seeds. As the only harvest from weed seeds is hard work and reduced profits, it pays the dealer who handles seed to warn the buyer against getting grain for planting that contains foxtail, pigweed, dodder, and other worse than useless material. Following is a kind of seed rogues' gallery, containing a description of the weeds having bad records. Each one has many times gone under the name of Alfalfa.

Perennial peppergrass — Seeds conspicuously brown, about the size of medium-sized Alfalfa seeds, somewhat flattened, rounded at one end, tapering toward the other.

Russian Thistle—Color from bright yellow, through dull grey to grey with rose or pink tinge. Embryo spirally coiled, seed top-shape.

Green foxtail—Seed green, tapering toward both ends, one surface convex, the other flat, surface transversely ridged.

Pigweed, tumbleweed—Seed black, shiny, lenticular.

Lamb's quarters—Seed circular in outline, lenticular in side view, dull black or grey.

Sweet clover—Color and size similar to Alfalfa, shape more regular, surface very dull.

Salt Bush—The one seeded fruit resembles a small grey fan; the seed may be grey or black, showing the embryo through a very thin seed coat.

In cereals, these weeds are common:

Wild oats—Size and shape similar to cultivated oats, frequently very dark in color, awn conspicuous, decided cup at base of seed.

Black bindweed—Seeds usually black, occasionally white, triangular.

Sunflower—Seeds flattened, grey, usually black, striped, narrowing toward one end.

Lamb's quarters, pigweed and tumbleweed described above, are also found in cereals.

### NEW SEED TRADEMARK

The following new seed trademark was published in a recent issue of the *Official Gazette* of the United States Patent Office: "Certi-Seed" field

# CERTI-SEED

seeds, such as Timothy, Clover, barley corn, rye, oats, vetch, Alfalfa, etc. Eastern States Farmers Exchange, Springfield, Mass. Filed March 11, 1925. Serial No. 210,833.

A long term lease on a four-story building at Pittsburgh, Pa., has been secured by the Beckert Seed & Bulb Company.

A parcel of land has been sold by the Whitney-Noyes Seed Company of Buffalo, N. Y., to the Cleveland & Buffalo Transit Company.

Machinery and equipment is being installed by the Filer Seed Company of Salt Lake City, Utah, for cleaning and handpicking peas and beans.

The Harry B. Smead Company of Chicago, Ill., dealers in seed and fertilizers, has sold out its business to J. Oliver Johnson, Inc., of Chicago.

A new seed house is being erected at San Jose, Ill., for the Kelly Seed Company which will increase the company's storage and shipping facilities.

Dow, Hale & Lerigo, Inc., who have for two years been conducting a seed and grain business at Davenport, Iowa, recently increased their capital stock to \$25,000.

A store has been opened at Bremerton, Wash., by Oscar M. Hendricks who will conduct a full line of seeds and grain under the name of the Hendricks Company.

A warehouse is being built at the branch of the Everett B. Clark Seed Company of Milford, Conn., at Salinas, Calif. Cleaning and handling machinery will be installed.

C. C. Morse & Co., seed dealers of San Francisco, Calif., are going to erect a new building there which will house its general and executive offices and warehouses.

To handle seeds, the Winter Garden Development Company has been incorporated at San Antonio, Texas, capitalized at \$300,000. Henry Hagelstein and Victor E. Stapper are interested.

Eight new country buying stations have been bought by the Pacific Seed House of Salt Lake City, Utah. It now has 34 stations in Utah and Idaho. Paul V. Kelly is manager of the company.

A long term lease has been secured by the Leonard Seed Company of Chicago, Ill., on an entire block comprised of three, two and one story im-

**North American Seed Co.**  
Wholesale Grass and Field Seeds  
Milwaukee, Wis.  
"THE HOUSE OF QUALITY"

Exporters  
**Nungesser-Dickinson Seed Co.**  
NEW YORK, N. Y.  
Wholesale Seed Merchants  
Buyers and Sellers  
Timothy, Red, White, Alsike and Alfalfa,  
Clovers, Redtop and Millet Seeds

**BETTER SEEDS; BETTER CROPS**  
**SEEDS PRUNTY SEED & GRAIN CO.**  
9 South Main St. SAINT LOUIS



**BUYERS—SELLERS, FIELD SEEDS**  
**ED. F. MANGELSDORF & BRO.**  
Wholesale Field Seeds  
First and Victor Sts., St. Louis, Mo.



provements. After extensive improvements, the company will use it for general offices and warehouse.

A new brick building is to be built at Wichita, Kan., for the Ross Bros. Seed Company replacing the one which burned. The building was the joint property of Mrs. Mary Ross' estate and J. J. Campbell.

Plans are being made by the J. G. Peppard Seed Company of Kansas City, Mo. for the erection of an Alfalfa seed cleaning plant at Vernal, Utah. It will be its third plant in that neighborhood and will be ready for the 1925 crop.

The seed firm at Lima, Ohio, formerly known as Hyman & Ackerman, has changed its name to the Ackerman Company. B. Ackerman is president; J. F. Ackerman, secretary and treasurer. Mr. Hyman retired from the firm.

Joe Hastings of the Joe Hastings Seed Company, Dimmitt, Texas, D. R. Dixon, formerly with the S. E. Cone Seed Company, Lubbock, Texas, and Homer T. Wilson of Hereford, Texas, have formed a co-partnership as the West Texas Seed & Feed Company of Hereford, Texas, and will do a wholesale and retail seed business and handle coal, salt, hay, cottonseed meal and cake and line of poultry feeds.

Under the name of the O. & M. Seed Company, Oatman & Montfort of Cleveland, Ohio, have incorporated, capitalized at \$100,000. Extensive improvements and additions are being built to the company's plant at Green Springs, Ohio, and a new warehouse and elevator is being built to handle seeds direct from the grower. An Ellis Drier of 180 bushels capacity per hour is to be installed and the present ear corn house, with capacity for 8,000 bushels, will be equipped with steam pipes for drying corn on the cob.

## TRANSPORTATION

### NEW GRAIN RATES PROPOSED

In No. 15511, Board of Trade of the City of Chicago versus A. T. & S. F., et al., a finding of undue prejudice has been made and new grain rates were proposed by Examiner Thomas E. Payne. He said that rates on grain and grain products from Iowa producing points to Chicago should be found not unreasonable and unduly prejudicial to Chicago and preferential to St. Louis, and, as to certain points of origin, preferential to Kansas City, Mo. The Milwaukee Chamber of Commerce intervened in support of the complaint. The report said, in part:

The Commission should find that the rates assailed are not unreasonable or otherwise unlawful, except (1) that the relationship between the rates from Iowa points to Chicago and those from the same points of origin to St. Louis is unduly prejudicial to Chicago

and shippers thereat and preferential of St. Louis and shippers there located, to the extent that the rates to Chicago exceed those which would result from the application of the rule set forth in the next succeeding paragraph; and (2) that the relationship between the rates to Chicago and those to Kansas City from Iowa points south of the main line of the Rock Island from Davenport to Des Moines and east of the main line of that road from Des Moines to Allerton is unduly prejudicial to Chicago and shippers thereat and preferential of Kansas City and shippers there located, to the extent that the rates to Chicago exceed those which would result from the application of the rule.

It may be that certain of the rates from Iowa, particularly the northwestern portion, are preferential of Chicago, and are unduly prejudicial of St. Louis. Where such instances are found defendants will be expected to make such adjustments in accordance with the views herein expressed, so as to avoid another proceeding by St. Louis for the purpose of bringing such matters to the attention of the Commission.

### COTTONSEED DISCRIMINATION CHARGED

The Railroad Commission of Texas could not withstand the vigorous application which cottonseed crushers made in regard to carload rates on mixed feed containing cottonseed cake or meal, but a reconsideration of the rule was made necessary by the application of a Beaumont feed concern.

The rule in question requires the Texas carriers to apply charges based upon the carload rate at the actual weight of each ingredient in cottonseed mixed feed. Heretofore, the rate applicable upon a straight carload of cake or meal applied on a carload of mixed feed, so that the rule meant a concession in the freight charges for the cottonseed feed manufacturers.

A grain mixed feed manufacturing concern at Beaumont filed an application with the Railroad Commission asking that the Commission either cancel out the rule above described or that another rule be prescribed permitting the grain mixed feed manufacturers to ship less than carload shipments of cottonseed meal at the carload rate when such less than carload shipments are loaded in with a carload of mixed grain feeds. This would have put the grain feed manufacturers into the cottonseed meal and hull business and would have forced the oil mills to do a grain business.

The final decision of the Commission sustained the present rates.

### TRAFFIC NOTES

Permission was given the Canada Atlantic Transit Company on May 21, authorizing it to file and change rates on bulk grain from Chicago and Milwaukee to Depot Harbor and other Canadian lake ports on one day's notice, applicable to traffic going back into the United States.

A hearing will be held sometime in August at Helena, Mont., on the export rate on grain from Montana through Tacoma and other Pacific ports, which the railroads are trying to cancel.

A statement and brief by the American Farm Bureau Federation makes the declaration that the rates on many commodities, more particularly the products of agriculture, bear a disproportionate relation to the prices of the commodities.

## For Sale

### MACHINERY

#### OIL ENGINES FOR SALE

Twenty-five horse Y; 35-horse Primm. A. H. McDONALD, 547 W. Monroe St., Chicago, Ill.

#### OIL ENGINES FOR SALE

60-horsepower Fairbanks-Morse.  
50-horsepower Otto.  
25-horsepower Fairbanks-Morse.  
50 other sizes.

A. H. McDONALD, 547 W. Monroe St., Chicago, Ill.

#### FOR SALE

One 500-bushel Invincible Oats Clipper.  
Screw conveyors, 9 and 12 inches, in good condition.

NEW WRECKING COMPANY, 221 S. New Jersey St., Indianapolis, Ind.

#### WANTED TO BUY

#### FOR SALE

Pulleys, 1,000; all sizes, solid cast iron, wood and steel split. Elevator belts and buckets and supplies. STANDARD MILL SUPPLY COMPANY, 501 Waldheim Building, Kansas City, Mo.

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Southeastern South Dakota elevator in heart of best farming district. Big grain territory. Low price. BOX 5, R. 2, Freeman, S. D.

### BEST FLOUR MILL OPPORTUNITY AVAILABLE

For sale or exchange at a genuine bargain.

Located in Temple, central Texas, city of 15,000 people, on main lines of M. K. & T. and G. C. & S. F. Railroads, with branch line of Katy to Belton, and branch line on Santa Fe to west Texas and California. Transit privileges on both roads.

Brick mill building, three-stories, on stone basement, with brick warehouse adjoining. Frame warehouse; thoroughly equipped elevator; two steel tanks, each with approximate capacity 55,000 bushels; daily mill capacity 300 barrels flour, and 168,000 lbs. of meal. Plant properly managed and operated will produce one-half to one million dollar business annually.

Wonderful opportunity for party who understands the milling business and has the money and ability to operate it, not only as a milling industry, but as a profitable, wholesale and retail grain business.

Can be bought at a figure far less than its actual value.

Best possible reasons for selling.

P. L. DOWNS, Temple, Texas.

## Miscellaneous Notices

#### WANTED

Bean and pea pickings and millings, also low germination stock. GEORGE W. YOUNG CO., Owosso, Mich.

#### FLOUR AND MILL FEEDS

Mixed cars of flour and mill feeds in 100-pound sacks are our specialties. Would like to send you a trial order to convince you of the superiority of our products. ANSTED & BURK CO., Springfield, Ohio.

#### WANTED

Position as manager farmers' co-operative or line elevator. Four years' experience. Speak English and German; good references; single; 28 years old. ROY RADEMAKER, Germany Valley, Ill.

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The brief, which is in connection with the rate structure investigation, urges that in the development of the future rate system there might be considered the element which would permit and encourage the growing, processing and manufacture of farm products "at the closest point of production."

Examiner Woodrow proposes a finding of unreasonableness and undue prejudice as to rates on hay, from El Paso and points in Texas differential territory, and from points in New Mexico to points in southern Arkansas and northern Louisiana, in No. 16,022.

It is expected that eastern railroads will ask the Interstate Commerce Commission to reopen the case in which it recently ordered that the freight differential of one-half cent per bushel on export grain through the ports of Baltimore and Philadelphia be eliminated.

## GRAIN TRADE PATENTS

### Bearing Date of April 14, 1925

Grain drying device.—Louis A. Nemetz, Omaha, Neb. Filed November 14, 1922. No. 1,533,511.

Steel grain car.—Jacob A. Hyle, Girard, Ill., assignor, by direct and mesne assignments, to United Railway Equipment Company, St. Louis, Mo., a corporation of Delaware. Filed May 29, 1924. No. 1,533,862.

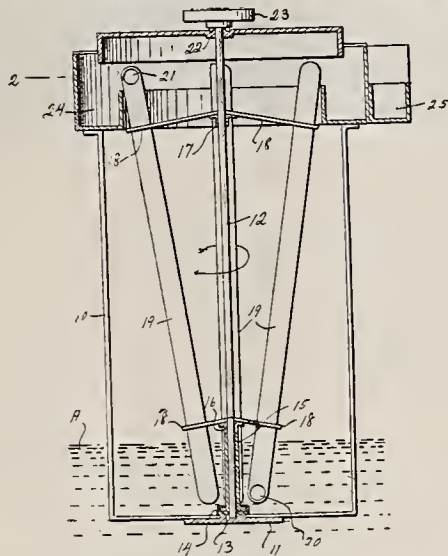
### Bearing Date of April 21, 1925

Grain sprouter.—William H. Hackman, Chapman, Kan. Filed March 31, 1924. No. 1,535,465.

Apparatus for lifting water, grain, or the like.—Fawcett H. Colpitts, Denver, Colo., assignor to Hydro Vacuum Elevator Company, Denver, Colo. Filed June 9, 1920. No. 1,535,147. See cut.

Claim: 1. An elevating machine of the character described comprising an element mounted for rotation

about a vertical axis and including a plurality of continuously straight conduits slanting upwardly and outwardly from said axis, each conduit having at its lower end an intake opening having its center in the axial plane of the conduit and facing in the direction of rotation of the element and at its opposite end a discharge opening having its center in the axial plane



of the conduit and disposed in the circle of rotation of said end and rearwardly of the same with relation to the direction of rotation.

### Bearing Date of May 19, 1925

Dust collector.—Sigmund Schiff, Cincinnati, Ohio. Filed March 11, 1921. No. 1,538,357.

Grain Separator.—Arthur W. Sager, Horicon, Wis. Filed October 24, 1923. No. 1,538,660.

Grain door puller.—Adelbert Chandler, Avondale, Mo. Filed January 21, 1925. No. 1,538,024.

Grain hopper scale.—James P. Steedman, Hamil-

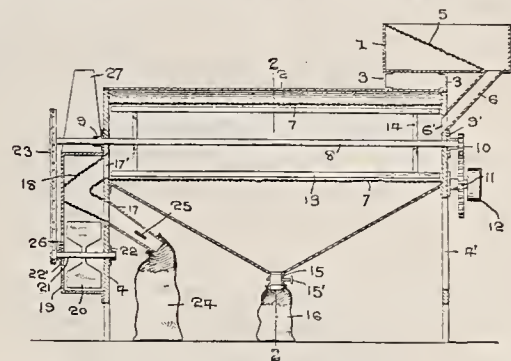
ton, Ont., Canada, assignor to Gurney Scale Company, Ltd., Hamilton, Canada. Filed March 19, 1924. No. 1,538,493.

### Bearing Date of May 26, 1925

Grain door.—Charles A. Johnson, Superior, Wis. Filed April 26, 1923. No. 1,539,493.

Grain cleaner.—John Keller, Bismarck, N. D. Filed January 19, 1924. No. 1,539,743. See cut.

Claim: A grain cleaner comprising agitating means having a wall provided with a discharge opening, a casing carried by said wall and having an upper air outlet, said wall providing a partition between said casing and agitating means and having a discharge



spout below said opening, a reticulated chute in said casing leading from and opening to said spout and a fan rotatable within said casing below said chute for directing air upwardly through said chute.

### Bearing Date of June 2, 1925

Dust collector.—Charles A. Kunz, Dubuque, Iowa, assignor to Charles A. Kunz Company, Dubuque, Iowa, a corporation of Iowa. Filed October 2, 1924. No. 1,540,346.

Grain loader.—Charles Henry Barker, Tregarva, Sask., Canada. Filed July 30, 1920. Renewed February 27, 1925. No. 1,540,239.

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HAY  
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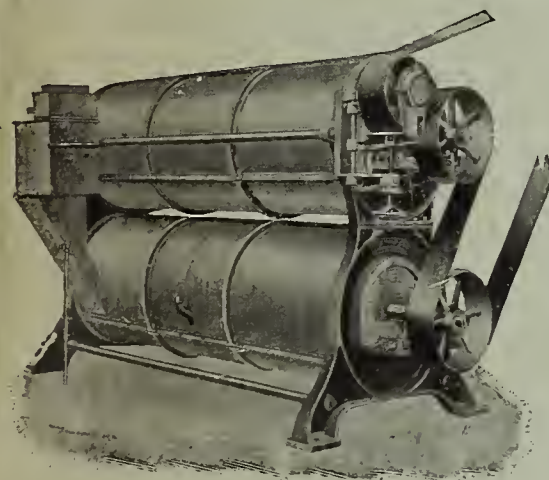
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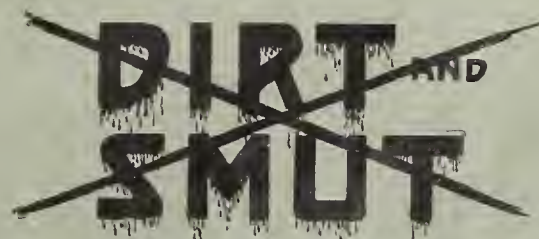
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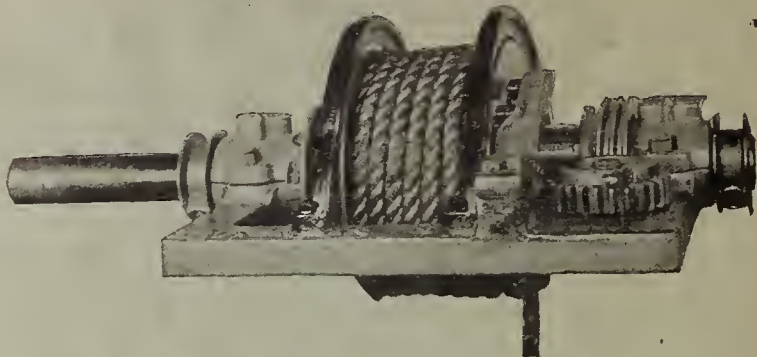
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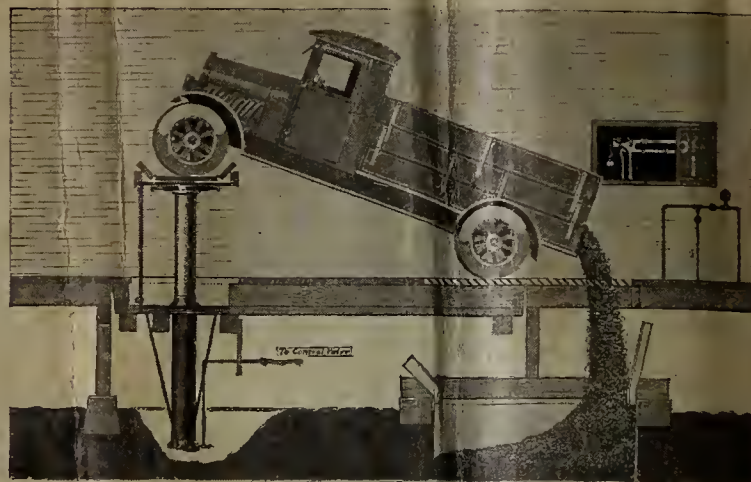
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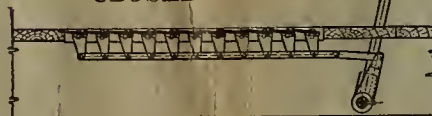
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